

4 May 2005

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St.George Bank Limited ABN 92 055 513 070

Group Secretariat Level 15 182 George Street Sydney NSW 2000

Postal Address: PO Box R221 Royal Exchange NSW 1225

Telephone: 612 9236 1469 Facsimile: 612 9236 1899 Email: bowanm@stgeorge.com.au

PRECEIVED

Securities and Exchange Commission Division of Corporation Finance Office of International Corporation Finance 450 Fifth Street, N.W. Washington, D.C. 20549

Attention: Mr. Michael Coco

Dear Sir

St.George Bank Limited: 12g3-2(b) Information - File No.82-3809

We are furnishing herewith pursuant to Rule 12g3-2(b)(1)(i) of the Securities Exchange Act of 1934, as amended (the "Exchange Act") the following additional documents that St.George Bank Limited (the "Company") has made public, distributed or filed with the Australian Stock Exchange Limited (the "ASX") or the Australian Securities and Investments Commission (the "ASIC") since May 16, 2002, the date of the Company's application for reinstatement of the exemption from Rule 12g3-2(b) of the Exchange Act:

- St.George Announces New Tier 2 Capital Issue
- St.George New Tier 2 Capital Issue Oversubscribed
- St.George Prices Crusade Global Trust No. 1 of 2005
- St.George Presentation to CSFB Asian Investment Conference
- Australian Prudential Regulation Authority (APRA) Banking Statistics 28
   February 2005
- St.George Rejects Amended Tax Assessments on 1997 Depositary Capital Securities Arrangement (DCS) and reaffirms EPS targets
- Appendix 3B New Issue
- St.George Updates Prior Announcement Concerning Amended Tax Assessments on Depositary Capital Securities Arrangement (DCS)
- St.George Appendix 4D Preliminary Interim Report
- St.George Interim Results Presentation
- Appendix 3B New Issue

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The attached documents are being furnished with the understanding that they will not be deemed "filed" with the Securities and Exchange Commission or otherwise subject to the liabilities of Section 18 of the Exchange Act, and that neither this letter nor the furnishing of such documents shall constitute an admission for any purpose that the Company is subject to the Exchange Act.

If you have any questions or comments please call the undersigned at 612 9236 1205.

Yours sincerely

Michael Bowan

General Counsel and Secretary

20071 Of Codeny Compart

Draft May 14, 2002 - 9:28 as





4 March 2005 RE030305

#### ST.GEORGE ANNOUNCES NEW TIER 2 CAPITAL ISSUE

St.George Bank Limited announces today the launch of a new EUR200 million Subordinated Notes issue. The Notes will be offered in floating rate form and will have a 10 year tenor, maturing on March 2015. They will be callable by St.George under certain conditions, including that the consent of the Australian Prudential Regulation Authority [APRA] be obtained, at or after 5 years.

APRA has indicated the Subordinated Notes will qualify as Lower Tier 2 capital for St. George. It is expected the notes will be rated A by Fitch, A3 by Moody's and A- by Standard & Poor's.

Pricing is expected on Friday 4 March 2004.

The Notes are being distributed by UBS Investment Bank, Lead Manager for the transaction.

#### Media Inquiries:

Jeff Sheehan Chief Manager Capital Markets Ph. 61 (0) 2 9320 5510

Mob: 61 (0) 412 251 194

#### news release



7 March 2005 RE040305

#### ST.GEORGE NEW TIER 2 CAPITAL ISSUE OVERSUBSCRIBED

On 4 March 2005 in London, St.George Bank Limited priced a new EUR 250 million Subordinated Notes issue. The Notes have a 10 year tenor and may be callable by St.George at or after 5 years under certain conditions. The Notes offer an investor margin of Euribor plus 27 basis points at an issue price of 100.0%. The Notes will be settled on 18 March 2005. UBS is the sole Lead Manager for the transaction.

Following a launch in Asia on the same day as pricing, the issue met strong demand and closed more than twice oversubscribed. The strong demand resulted in the issue size increasing from EUR 200 million to EUR 250 million. Allocations were made to 26 investors representing a diverse range from Asia, Europe and the United Kingdom.

The Australian Prudential Regulation Authority (APRA) has advised that the Notes will qualify as Tier 2 capital for St.George. It is expected the notes will be rated A by Fitch, A3 by Moody's and A- by Standard & Poor's.

#### Media Inquiries:

Jeff Sheehan Chief Manager Capital Markets Ph. 61 (0) 2 9320 5510 Mob: 61 (0) 412 251 194

#### news release



9 March 2005 RE050305

#### St.George Prices Crusade Global Trust No. 1 of 2005

St.George Bank Limited announced today the pricing in Sydney, London and New York of Crusade Global Trust No. 1 of 2005, an issue of Global mortgage-backed securities under its Crusade securitisation programme. The securities denominated in U.S. dollars will be registered by the Securities and Exchange Commission of the U.S. The Euro denominated securities will be listed on the Irish Stock Exchange. All securities will be backed by Australian residential mortgage loans originated by St.George.

In total, mortgage-backed securities with an A\$ equivalent value of approximately A\$2.57 billion will be issued. The US\$600 million senior A1 tranche was priced at 3 Month LIBOR plus 6 basis points. The EUR 550 million senior A2 tranche was priced at 3 Month EURIBOR plus 6 basis points. The A\$850 million senior A3 tranche was priced at 3 Month BBSW plus 15 basis points. Two subordinated tranches totalling A\$42.4 million are also being issued. It is expected that the senior tranches will be rated AAA by Standard and Poor's and Fitch Ratings and Aaa by Moody's Investor Service.

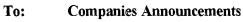
The USD tranche had Deutsche Bank Securities and JP Morgan as Joint Lead Managers and RBS Greenwich Capital as Co Manager. The Euro tranche had Deutsche Bank AG London and J.P Morgan Securities as Joint Lead Managers and The Royal Bank of Scotland plc as Co Manager. The AUD tranche had Deutsche Bank AG, Sydney Branch, JP Morgan Australia Limited and St.George Bank Limited as Joint Lead Managers.

#### Media Inquiries:

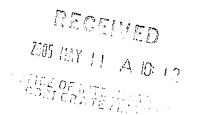
Greg Kenny General Manager Treasury and Capital Markets Treasury and Capital Markets Mobile: 61 [0] 2 9320 5507

Fax: 61 [0] 0411 439 640





**Australian Stock Exchange Limited** 



Company Name:	ST.GEORGE BANK LIMITED
ABN:	92 055 513 070
Pages (Includes this page):	33
Contact Officer:	Michael Bowan
Contact Telephone:	(02) 9236 1278
Facsimile:	(02) 9236 1899
Subject:	St.George Bank Presentation to CSFB
	Asian Investment Conference
Date Sent:	17 March 2005

Attached is the St.George Bank Presentation to be given by Managing Director, Gail Kelly, to the CSFB Asian Investment Conference on 17-18 March 2005.

Yours sincerely

Michael Bowan

General Counsel and Secretary

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CSFB Asian Investment Conference 17-18 March 2005

#### Gail Kelly Managing Director



#### About st. George

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Business priorities

Going forward





## St. George Bank is..

- Australia's 5th largest bank
- Australia's 14th largest listed company
- One third the size of the smallest major\*
- Big enough to offer the full range of products and services
- Yet small enough to adapt and grow in a competitive market





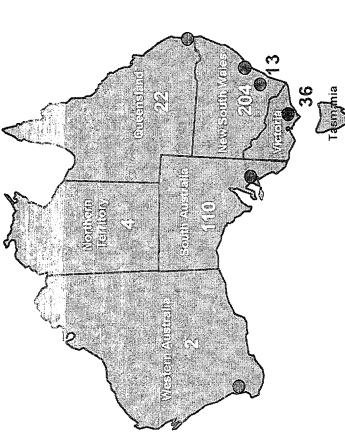
## St. George Bank is.

- Passionate about our people
- Differentiated by customer service
- Energetic, practical and focused on delivery
- Focused on sustainable, high quality earnings
- Leveraging significant opportunities across customer segments, products and geographies
- A low risk, growth orientated financial services company 0



## St. George Bank is...

Retail branches by state



#### Business volumes

- Spr	36.1	49.8	24.8	16.6
	Retail Deposits	Residential Lending*	Managed Funds	Commercial Loans**

- 391 retail branches
- c.2.7m customers and c.8,000 employees
- 3rd largest bank in NSW and ACT and largest bank in SA
- National market share: 11% retail deposits and 10% residential lending^



# St. George Bank is delivering on targets...

	Target	Outcome
EPS Growth FY03	Sep-02: 10%	14.0%
	May-03: 11-13% upgrade	
accumolic cocation	Aug-03: 13-14% upgrade	
EPS Growth FY04	Nov-03: 10-11%	13.1%
53 <b>8</b> 000 S KANDOO	May-04: 11-13% upgrade	
Cost to Income	Sub 50% by FY04	49.9% in 2H03
·		47.5% in FY04
Capital	Tier one 7-7.5%	Consistently in range
Credit Quality	Maintain positive differential to the majors	Consistently achieved
Customer Satisfaction	Maintain positive differential to the majors	Consistently achieved



### About St. George

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Business priorities

Going forward





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Profit available to ordinary shareholders

Earnings per share\*

Return on equity\*

Expense to income\*

Dividend

FY03	\$606m	142.2¢	20.3%	49.6%	956
EYYOYE	\$7.17tm.^	Tion 84	21,4%	% <u>0</u> 924	12226

% Change FY03

18.3 3606m

<u>8</u>

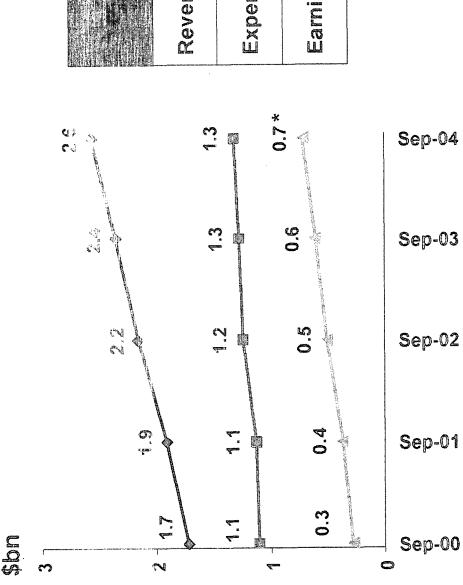
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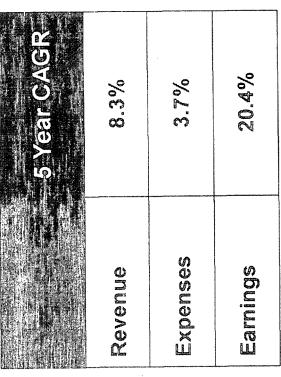
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### \*After tax expense and preference dividends

#### by strong revenue

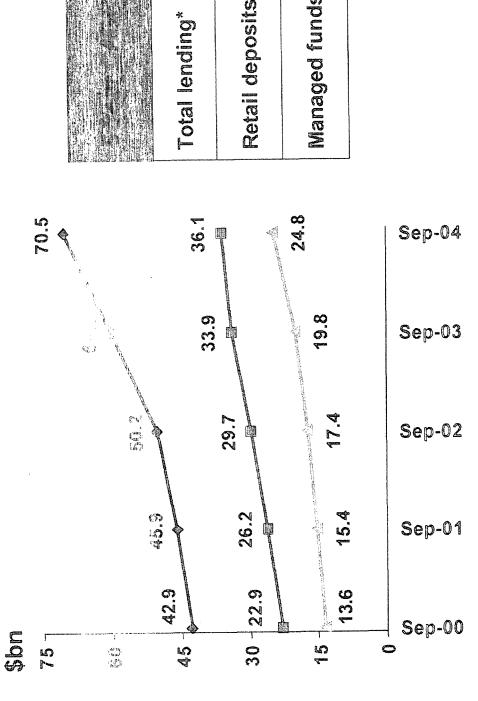


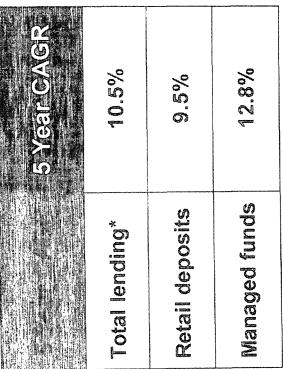






#### Ser Mode no believed and





-◆- Total lending\* -- Retail deposits -- Managed funds



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#### Net Interest margin

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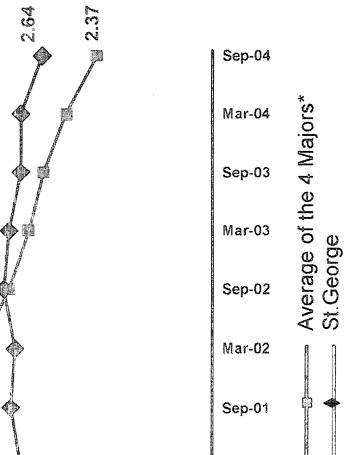
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2.4





- Home loan product innovation and mix management
- Active management of deposit volumes and mix
- Group wide processes to support margin management



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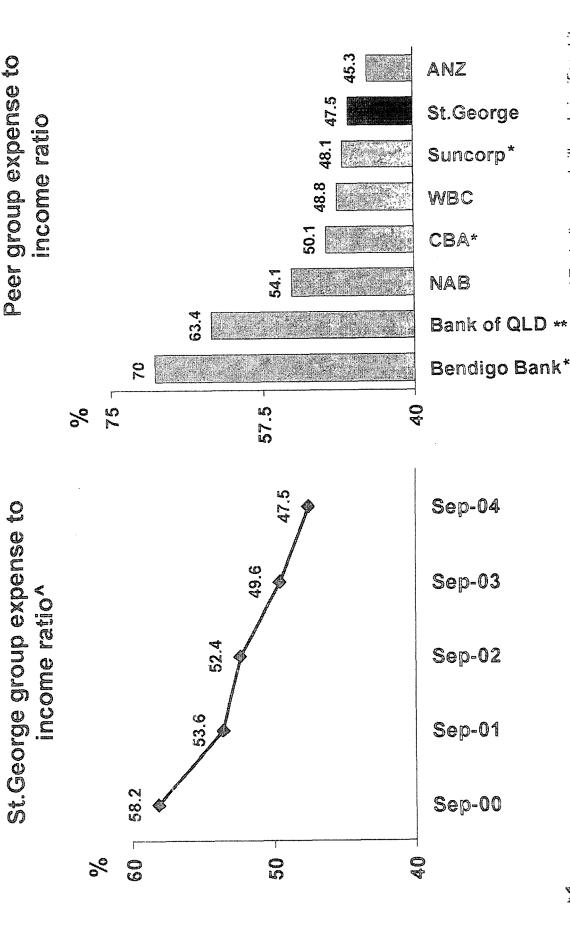
Mar-01

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EPS tanget for FY05 tedors in more than 100pp reduction in net interest menoin



## Fifective cost management





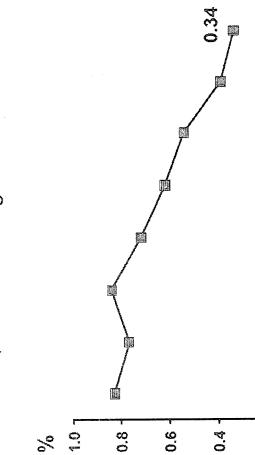
^Excluding goodwill and significant items

\*Interim results as at 31 Dec-04 \*\*Full year results as at 31 Aug-04

## Excelent credit quality

### Non-accruals/Total receivables





 Bad debts/average total receivables stable at 0.21%

Low risk business mix

**Excellent track record** 

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0.11

0.2

Sep-04

Mar-04

Sep-03

Mar-03

Sep-02

Mar-02

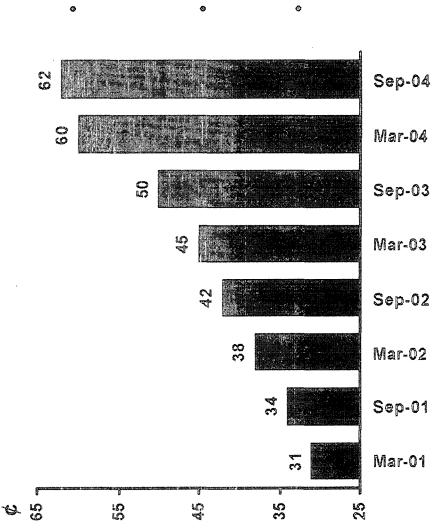
Sep-01

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Dividend payout sustainable under IFRS

Dividends fully franked

Dividend reinvestment plan continues



### About St. George

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Business priorities

Going forward





### Statedic focus

Deepen and strengthen customer relationships in chosen markets
Leverage specialist capabilities for growth
Creatively differentiate on customer service
Accelerate and empower relationship-selling
Optimise cost structure
Build team and performance culture



## Stategic framework

#### Engaged People



#### Compelling place to work

- An inspiring vision
- Right people, right roles
- Empowered workplace
  - People who are passionate about the Group's brands
- Clear consistent communication

#### Great Customer Experience



#### Compelling place to bank

- Targeted approach
- Compelling propositions
- Customers who stay and do more
- Customers who advocate St.George
- Differentiated positioning

#### Superior Financial Results



#### Compelling place to invest

- Superior financial results over time
- Consistent, superior growth profile
- Self sustaining platform



## of customer service strategy

- Engaged staff is the first and fundamental step
- Satisfaction is important, but customer advocacy is more powerful
- Customer needs are best served through 'local market' approach
- Practical, actionable CRM is a key enabler
- Differentiation lies in customer experience, not product or price
- Need to improve 'base' level of service for all customers and differentiate further for target customers



## Wight of the state of the state

- New retail organisational model accelerating front-line ownership and empowerment, driving 'local market' strategy
- Enhancing Middle Market strategy through 'Best Business Bank' program
- Continued expansion in Victoria and Queensland
- Redesign of processes improving the service levels for all customers
- Actionable CRM step change in capability
- Investing in the Brand



#### About St. George

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Business priorities

Going forward





#### the challenges 9100

12%\* growth in December quarter

#### Residential receivables

16.5% Expect

Expect to match FY05 system growth
 Effective mix management and product innovation

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Brokers play a key role in distribution strategy

Driving improved proprietary sales performance

Sep-04

Sep-03

Sep-02

Sep-01

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Home loan margins remain stable

\*Annualised

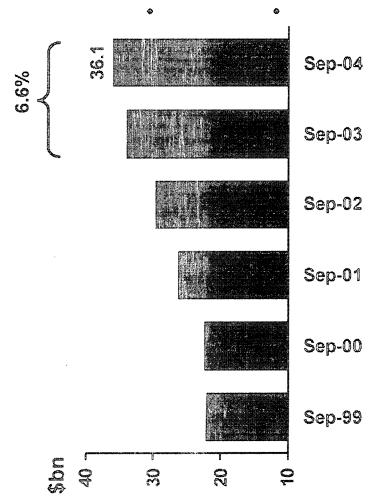
Includes securitised loans



#### management focus

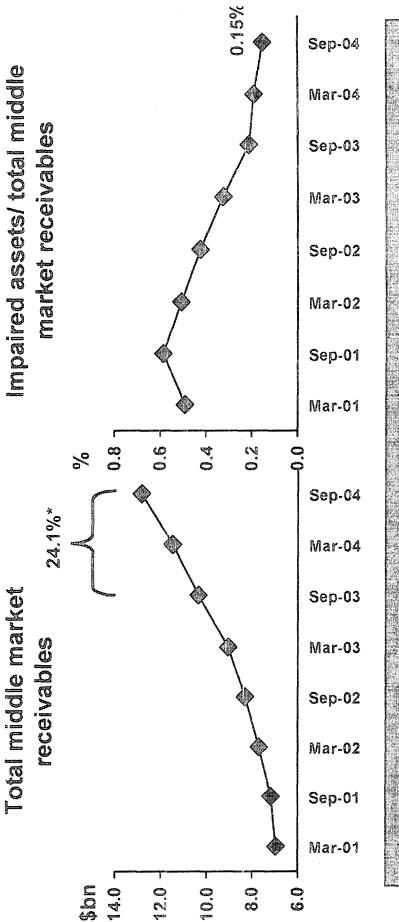
#### Total retail deposits

- Competition increasing as
- new competitors enter the market
- established players respond
- St.George is balancing volume growth and margin
- New products to be launched in Apr-05





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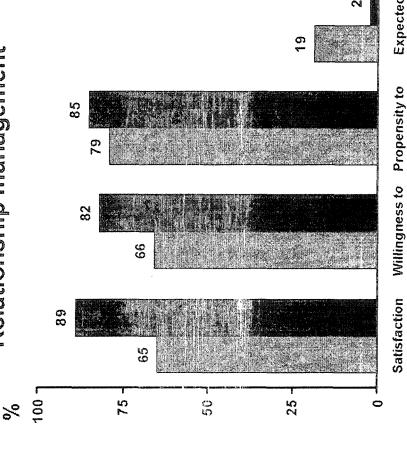






## SIDOL DUBLICICIO LE LOUIS I CUCINO DE LOCIS

Relationship management



Deep understanding of customer needs

Superior relationship model

development and Integrated Sales and Significant investment in staff Service program

Named 'Business Bank of the Year'\*

Expected

Propensity to

recommend^

Relationship Manager<sup>A</sup>

product

■ Average of Majors St. George

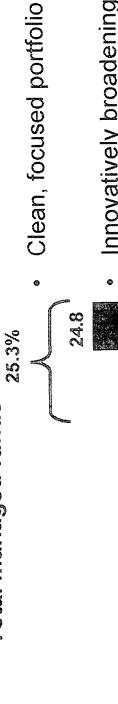
\*CFO magazine 2004

^Source: Jones Donald Customer Satisfaction Survey Aug-04 \*\*East & Partners - Australian Mid-Corporate Transaction Banking Markets as at Sep-04



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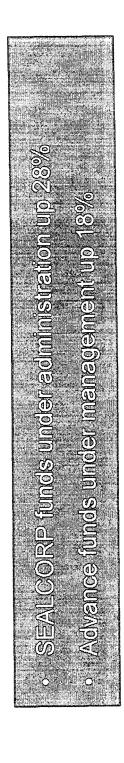




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- Innovatively broadening distribution with tied, aligned and independent planners and 3rd party distribution
- Ongoing investment in new products and services
- A strong culture of risk management and compliance





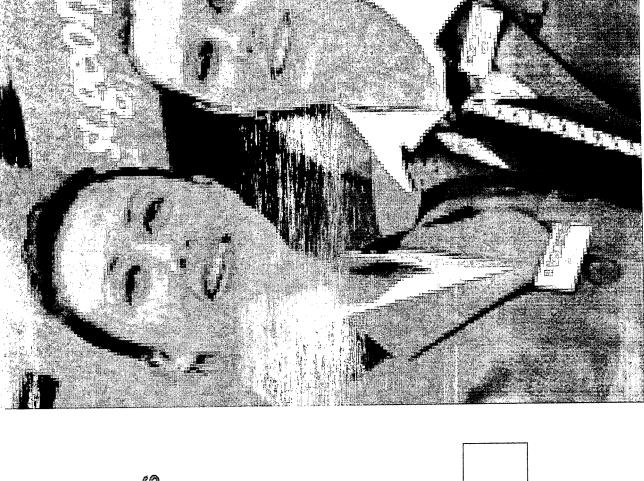
#### Alout of George

### Financial dimensions



Business priorities

Going forward





### Sector outlook

- Moderation in home loan market growth underway
- Business optimism reflected in solid growth in business lending and investment as well as historically low credit defaults
- Additional 25bps rise in interest rates expected following March rate rise
- Competitive environment remains intense
- Increasing levels of regulation and compliance activity
- Four Pillars policy remains in place



## St. George outlook

Home loan portfolio expected to match FY05 system growth

Deposit volumes currently below system but expected to lift

Middle market 'on track' to deliver 2 times system growth

Solid earnings momentum across the Group

'On track' to meet EPS targets for FY05 and FY06



## 9011 Due SO11 SSO512

EPS growth FY05	10%
EPS growth FY06	Double digit
Cost to income	Continuing sub 50%
Capital	Tier one 7.0-7.5%
Credit quality	Maintain positive differential to majors
Customer satisfaction	Maintain positive differential to majors





Measured, disciplined and consistent strategy delivering 0

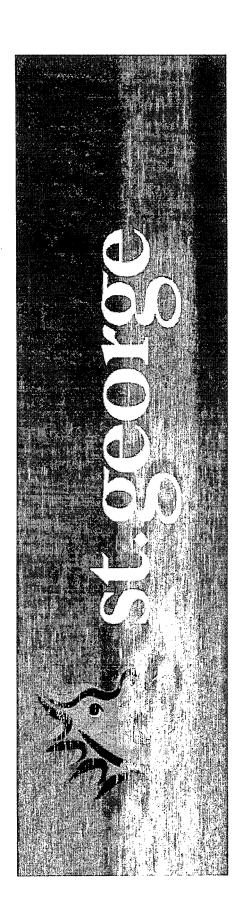
Increased focus on enhanced customer service differentiation

Strong execution track record

Focus on sustainable, high quality earnings

Confidence in the future







The material in this presentation is general background information about the Bank's investment objectives, financial situation or needs of any particular investor. These activities current at the date of the presentation. It is information given in summary form and does not purport to be complete. It is not intended to be relied upon as should be considered, with or without professional advice when deciding if an advice to investors or potential investors and does not take into account the investment is appropriate.

For further information visit

www.stgeorge.com.au

or contact

Sean O'Sullivan

Head of Investor Relations

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Mb: +61 412 139 711

Email: osullivans@stgeorge.com.au





## news release

1 April 2005 RE010405

Australian Prudential Regulation Authority (APRA) Banking Statistics - 28 February 2005

St.George Bank has misclassified certain balances of loans and receivables categories reported in APRA's 28 February 2005 monthly banking statistics, issued on 31 March 2005.

The balance of "Households - Housing Owner Occupied" loans was understated by \$171 million, "Households - Housing Investment" loans understated by \$27 million and "Households - Other" overstated by \$198 million.

Consistent with the Bank's stated goal, we remain on track to be at, or around, system growth for home loan receivables for the year ending 30 September 2005.

Ends...

Contact

Jeremy Griffith Corporate Relations 02 9236 1328 or 0411 259 432



## news release

11 April 2005 RE020405

#### St.George Bank rejects amended tax assessments on 1997 Depositary Capital Securities arrangement (DCS) and reaffirms EPS targets

As first advised to the market on 26 February 2004, St.George Bank Limited ("St.George") has received questions from, and been in discussion with, the Australian Taxation Office ("ATO") concerning deductions claimed by St.George in respect of its 1997 DCS.

The ATO has today issued St.George with an amended assessment for a total of \$40 million (after tax) for the tax year ended 30 September 1998, relating to an interest deduction claimed by St.George in respect of the subordinated debentures issued to St.George Funding Company, LLC ("LLC") as part of the DCS transaction. If the ATO were to take the same approach in relation to deductions claimed by St.George from 1998 to 2004 inclusive, this would result in total amended assessments of \$206 million (after tax) comprising \$114 million of primary tax and interest and penalties of \$92 million (after tax).

St.George is confident that its position in relation to the application of the taxation law is correct and obtained detailed legal, tax and accounting advice both at the time of the transaction as well as following commencement of the ATO's inquiries.

St.George has recently taken advice from two separate and independent Senior Counsel. St.George has considered that advice and strongly disagrees with the ATO's position. Accordingly, St.George has concluded that no amounts due under the amended assessments will be charged to its Profit and Loss Account. St.George has discussed and agreed this proposed treatment with its auditors, KPMG.

Resolution of this matter through the Courts is likely to take some years. St.George intends to pursue all necessary avenues of objection and appeal in contesting the ATO's view.

From 2005 onwards, St.George has decided to take a conservative approach, and not claim deductions on interest paid on the subordinated debentures. The net financial impact of this change will be \$6 million per annum after tax. This impact has been factored into the Bank's forecasts for 2005 and future years.

The Bank remains on track to achieve its 10% EPS growth target for the 2005 year and double digit EPS growth for 2006. St.George's results for the 6 months to 31 March 2005 will be released on 3 May 2005.

#### Ends..

Contact: Jeremy Griffith, Corporate Relations 02 9236 1328 or 0411 259 432

Rule 2.7, 3.10.3, 3.10.4, 3.10.5

### Appendix 3B

## New issue announcement, application for quotation of additional securities and agreement

Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public.

Introduced 1/7/96. Origin: Appendix 5. Amended 1/7/98, 1/9/99, 1/7/2000, 30/9/2001, 11/3/2002, 1/1/2003.

Name	of entity	
ST	GEORGE BANK LIMITED	
ABN 92	055 513 070	
We	(the entity) give ASX the following	ng information.
	rt 1 - All issues oust complete the relevant sections (attach si	neets if there is not enough space).
1	<sup>+</sup> Class of <sup>+</sup> securities issued or to be issued	Ordinary shares
2	Number of *securities issued or to be issued (if known) or maximum number which may be issued	3,901
3	Principal terms of the *securities (eg, if options, exercise price and expiry date; if partly paid *securities, the amount outstanding and due dates for payment; if *convertible securities, the conversion price and dates for conversion)	N/A

<sup>+</sup> See chapter 19 for defined terms.

4 Do the \*securities rank equally in all respects from the date of allotment with an existing \*class of quoted \*securities?

Yes, with existing fully paid ordinary shares.

If the additional securities do not rank equally, please state:

- the date from which they do
- the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment
- the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment
- 5 Issue price or consideration

Nil

6 Purpose of the issue (If issued as consideration for the acquisition of assets, clearly identify those assets)

Shares issued under the St.George Bank Executive Performance Share Plan

7 Dates of entering \*securities into uncertificated holdings or despatch of certificates

4 April 2005

8 Number and \*class of all \*securities quoted on ASX (including the securities in clause 2 if applicable)

Number	†Class
517,901,570	Ordinary shares
3,000,000	PRYMES
3,500,000	SAINTS
4,442	Redeemable preference
,	borrower share
264,977	Redeemable preference
•	depositor share
3	Perpetual Notes

<sup>+</sup> See chapter 19 for defined terms.

		Number	+Class
9	Number and *class of all *securities not quoted on ASX (including the securities in clause 2 if applicable)		
10	Dividend policy (in the case of a trust, distribution policy) on the increased capital (interests)	To be treated in the s quoted ordinary share	
Part	2 - Bonus issue or pr	o rata issue	
11	Is security holder approval required?		
12	Is the issue renounceable or non-renounceable?		
13	Ratio in which the *securities will be offered		
14	<sup>+</sup> Class of <sup>+</sup> securities to which the offer relates		
15	<sup>+</sup> Record date to determine entitlements		
16	Will holdings on different registers (or subregisters) be aggregated for calculating entitlements?		
17	Policy for deciding entitlements in relation to fractions		
18	Names of countries in which the entity has *security holders who will not be sent new issue documents	1	
	Note: Security holders must be told how their entitlements are to be dealt with.		
	Cross reference: rule 7.7.		
19	Closing date for receipt of acceptances or renunciations		

<sup>+</sup> See chapter 19 for defined terms.

20	NT C 1 '4
20	Names of any underwriters
	<del></del>
21	Amount of any underwriting fee or
	commission
22	Names of any brokers to the issue
22	Post and the state of the state
23	Fee or commission payable to the broker to the issue
	oroker to the issue
24	Amount of any handling fee
27	payable to brokers who lodge
	acceptances or renunciations on
	behalf of *security holders
25	If the issue is contingent on
	*security holders' approval, the date
	of the meeting
26	Date entitlement and acceptance
20	form and prospectus or Product
	Disclosure Statement will be sent to
	persons entitled
27	If the entity has issued options, and
	the terms entitle option holders to
	participate on exercise, the date on
	which notices will be sent to option holders
	notucis
28	Date rights trading will begin (if
20	applicable)
29	Date rights trading will end (if
	applicable)
30	TY 1 +
30	How do *security holders sell their entitlements in full through a
	broker?
	<u></u>
31	How do *security holders sell part
	of their entitlements through a
	broker and accept for the balance?

<sup>+</sup> See chapter 19 for defined terms.

Appendix 3B Page 5

32	of the	do *security holders dispose ir entitlements (except by sale the a broker)?	
33	+Desp	atch date	
		Quotation of secur omplete this section if you are appl	
34	Type (tick o	of securities one)	
(a)	X	Securities described in Part 1	
(b)		-	of the escrowed period, partly paid securities that become fully paid, employee ends, securities issued on expiry or conversion of convertible securities
Enti	ties th	at have ticked box 34(a	)
Addi	tional s	ecurities forming a new cla	ss of securities
Tick to docum		you are providing the informati	on or
35			securities, the names of the 20 largest holders of the number and percentage of additional *securities held by
36			securities, a distribution schedule of the additional ber of holders in the categories
37		A copy of any trust deed for th	e additional *securities

1/1/2003

<sup>+</sup> See chapter 19 for defined terms.

Entit	ies that have ticked box 34(b	)	
38	Number of securities for which †quotation is sought		
39	Class of *securities for which quotation is sought		
40	Do the *securities rank equally in all respects from the date of allotment with an existing *class of quoted *securities?		
	If the additional securities do not rank equally, please state:  • the date from which they do  • the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment  • the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment		
41	Reason for request for quotation now  Example: In the case of restricted securities, end of restriction period		
·	(if issued upon conversion of another security, clearly identify that other security)		
42	Number and *class of all *securities quoted on ASX (including the securities in clause 38)	Number	+Class

<sup>+</sup> See chapter 19 for defined terms.

#### Quotation agreement

- <sup>†</sup>Quotation of our additional <sup>†</sup>securities is in ASX's absolute discretion. ASX may quote the <sup>†</sup>securities on any conditions it decides.
- We warrant the following to ASX.
  - The issue of the \*securities to be quoted complies with the law and is not for an illegal purpose.
  - There is no reason why those \*securities should not be granted \*quotation.
  - An offer of the \*securities for sale within 12 months after their issue will not require disclosure under section 707(3) or section 1012C(6) of the Corporations Act.

Note: An entity may need to obtain appropriate warranties from subscribers for the securities in order to be able to give this warranty

- Section 724 or section 1016E of the Corporations Act does not apply to any applications received by us in relation to any \*securities to be quoted and that no-one has any right to return any \*securities to be quoted under sections 737, 738 or 1016F of the Corporations Act at the time that we request that the \*securities be quoted.
- We warrant that if confirmation is required under section 1017F of the Corporations Act in relation to the \*securities to be quoted, it has been provided at the time that we request that the \*securities be quoted.
- If we are a trust, we warrant that no person has the right to return the \*securities to be quoted under section 1019B of the Corporations Act at the time that we request that the \*securities be quoted.

<sup>+</sup> See chapter 19 for defined terms.

- We will indemnify ASX to the fullest extent permitted by law in respect of any claim, action or expense arising from or connected with any breach of the warranties in this agreement.
- We give ASX the information and documents required by this form. If any information or document not available now, will give it to ASX before 'quotation of the 'securities begins. We acknowledge that ASX is relying on the information and documents. We warrant that they are (will be) true and complete.

== == == ==

Sign here:

Date: 12/04/2005

Secretary

Print name: Michael Bowan

Amendia 2D

<sup>+</sup> See chapter 19 for defined terms.

# RECEIVED 2005 MAY IT A IC 12 OFFICE OF INTERMANT CORPORATE FINANCIAL



## news release

28 April 2005 RE050405

## St.George Bank updates prior announcement concerning amended tax assessments on Depositary Capital Securities arrangement ("DCS")

As advised to the market on 11 April 2005, the Australian Taxation Office ("ATO") issued St.George Bank Limited ("St.George") with an amended assessment for a total of \$40 million (after tax) for the tax year ended 30 September 1998.

In that announcement, St.George stated that if the ATO were to take the same approach in relation to relevant deductions claimed by St.George from 1998 to 2004 inclusive, this would result in amended assessments of \$206 million (after tax) comprising \$114 million of primary tax and interest and penalties of \$92 million (after tax).

The ATO has now issued St.George with amended assessments for the tax years ended 30 September 1999 to 30 September 2003. These assessments total \$112 million (after tax) comprising \$84 million of primary tax and interest and penalties of \$28 million (after tax). The rate of interest and penalties charged in these assessments is less than that charged for the 1998 assessment.

When the assessments issued for 1999 to 2003 are added to the already received 1998 assessment, and the assessment expected for 2004, the total amount claimed by the ATO for the period 1998 to 2004 inclusive is \$164 million (after tax), comprising \$114 million of primary tax and \$50 million (after tax) of penalties. This total amount of \$164 million is \$42 million less than the previously advised total of \$206 million.

All other matters in the announcement of 11 April 2005 remain unchanged.

As previously announced, having considered the advice it has received, St.George will contest these assessments vigorously.

Ends...

Media contact: Lara Daniels, Corporate Relations 02 9236 1508 or 0419 226 449



### St.George Bank Limited

ABN 92 055 513 070

## APPENDIX 4D PRELIMINARY INTERIM REPORT

for the half-year ended 31 March 2005

Released 3 May 2005



#### ST.GEORGE BANK LIMITED

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## news release



3 May 2005 RE010504

### St.George reports record interim profit and upgrades full year EPS growth target to 11%.

Mr John Thame, Chairman of St.George Bank, today announced an interim profit after tax of \$405 million before significant items for the half-year ended 31 March 2005, up 14.4% on the March 2004 half-year. Profit after tax and significant items was \$416 million, up 17.5%. A fully franked interim dividend of 67 cents has been declared, a 11.7% increase on the March 2004 half.

The result highlights are as follows:

	March 2005	March 2004	% Change
Profit before significant items	\$405m	\$354m	14.4%
Profit available to ordinary shareholders	\$416m	\$354m	17.5%
Earnings per share (EPS)	178.1 cents	160.0 cents	11.3%
Return on equity (ROE)	22.63%	21.56%	
Expense to income	44.9%	48.1%	
Interim ordinary dividend	67 cents	60 cents	11.7%

EPS, ROE & Expense to Income were calculated before goodwill amortisation and significant items. The above EPS and ROE figures are annualised.

Managing Director, Mrs Gail Kelly, commented, "We are really pleased with the quality of this result. The Group's return on equity of 22.63% and expense to income ratio of 44.9% reflect new milestones and are pointers to the strength of the result. Based on our performance for the first half-year, St. George has upgraded its EPS growth target for the full year 2005 from 10% to 11%. The Group's target of continuing double digit EPS growth for 2006 is re-affirmed."

Key drivers of the results are as follows:

#### Significant increase in lending with effective margin management

- Total lending receivables (on and off balance sheet) increased by 15.8% to \$74.5 billion.
- Commercial lending increased by 19.5% to \$18.8 billion.
- Residential lending (including securitised loans) increased by 15.1% to \$52.8 billion, annualised growth since 30 September 2004 half was 12.1%.
- Retail funding increased by 5.5% to \$36.8 billion.
- Interest margin of 2.60% compared to 2.64% for the 30 September 2004 half-year.

#### Robust increases in total revenue

- Total revenue (before significant items) increased by 7.8% to \$1,368 million.
- Net interest income increased by 7.2% to \$851 million.
- Non-interest income before significant items increased by 8.8% to \$517 million.

#### Effective cost control

- Cost-to-income decreased from 48.1% in the March 2004 half to 44.9% in the March 2005 half.
- Deferred computer expenditure on the balance sheet continues to decline, now standing at \$99 million, down from \$128 million at 31 March 2004.

#### Credit quality maintained

- Bad and doubtful debts as a percentage of average gross loans were steady at 0.10%.
- Net non-accrual loans, as a percentage of net receivables, increased slightly to 0.06% from a historically low level of 0.04% at 31 March 2004.

#### **Continued Growth in Wealth Management**

 Managed funds increased by 23% from March 2004 to \$27.8 billion at March 2005 including Sealcorp funds under administration up \$3.9 billion to \$20.5 billion.

Further commenting on the result, Mrs Kelly said "I am particularly pleased with the team's focussed and disciplined execution of our key priorities. We are benefiting today from the delivery of initiatives undertaken in 2002, 2003 and 2004, which are based on the Group's low risk, organic growth strategy. We continue to invest in the business, as evidenced by the increase in the number of staff in customer facing roles, the continuing strong focus on training and development, and the investment in sales and service infrastructure, such as customer relationship management. The Group's customer service levels continue to improve. This is particularly noticeable in our core segments of Gold, Private Bank, Middle Market and in respect of our financial planning and mortgage broker partners."

#### Outlook

The rate of growth in the Australian economy has slowed in the last six months. Interest rates remain at relatively low levels with unemployment at historic lows. If further tightening is to occur, it is expected to be a modest increase directed at slowing the rate of credit growth and managing inflationary pressures. While further tightening is likely to slow the rate of housing credit growth, it is still expected that system growth will be around 12% for the full year 2005. The outlook for business lending remains positive.

The first half has seen a heightening in competitive intensity and we expect this to continue. St.George is well positioned to deal with this environment due to its key differentiators. These include a track record of excellent credit quality, effective cost management, high levels of customer service and satisfaction, together with a strong focus on delivering on business growth strategies.

#### **Media Contact:**

Jeremy Griffith Corporate Relations 02 9236 1328 or 0411 259 432



### St.George Bank Limited

ABN 92 055 513 070

## RESULTS FOR ANNOUNCEMENT TO THE MARKET

for the half-year ended 31 March 2005

#### 1 Financial Summary

#### 1.1 Results at a Glance

#### **Financial Performance**

- Profit available to ordinary shareholders was \$416 million (31 March 2004: \$354 million), an increase of 17.5%.
- Profit after tax and before significant items was \$405 million (31 March 2004: \$354 million), an increase of 14.4%.
- Net-interest income increased by 7.2% to \$851 million, with an interest margin of 2.60%, compared to 2.74% in the March 2004 half and 2.64% in the September 2004 half.
- Non-interest income before significant items was \$517 million (31 March 2004: \$475 million), an increase of 8.8%.
- Operating expenses, before goodwill and significant items increased marginally by 0.7% to \$614 million compared to the March 2004 half and increased by 0.3% compared to the September 2004 half. The expense to income ratio was 44.9%, down from 48.1% in the March 2004 half, and 47.0% in the September 2004 half.
- Basic earnings per ordinary share (annualised) before goodwill amortisation and significant items, increased to 178.1 cents (31 March 2004: 160.0 cents), an increase of 11.3%.
- Return on average ordinary equity (annualised) before goodwill amortisation and significant items, increased to 22.63% (31 March 2004: 21.56%).

#### Financial Position

- Total assets were \$74.3 billion (31 March 2004: \$66.3 billion), an increase of 12.1%.
- Lending assets (both on and off-balance sheet) were \$74.5 billion (31 March 2004: \$64.4 billion), an increase of 15.8%.
- Residential receivables (including securitisation) were \$52.8 billion (31 March 2004: \$45.9 billion), an increase of 15.1%. Annualised growth since 30 September 2004 was 12.1%.
- Commercial loans (including bill acceptances and bill financing in trading securities) were \$18.8 billion (31 March 2004: \$15.8 billion), an increase of 19.5%. Annualised growth since 30 September 2004 was 17.3%.
- Consumer receivables were \$4.5 billion (31 March 2004: \$3.9 billion), an increase of 16.0%.
- Retail funding was \$36.8 billion (31 March 2004: \$34.9 billion), an increase of 5.5%. Annualised growth since 30 September 2004 was 3.8%.

#### Dividends

- A higher interim ordinary dividend of 67 cents per ordinary share, fully franked (31 March 2004: 60 cents) has been declared by the Board, an increase of 11.7%.
- The Dividend Reinvestment Plan will operate for the interim dividend with no discount.

#### Other

- Managed funds increased by 23.0% to \$27.8 billion (31 March 2004: \$22.6 billion).
- Net non-accrual loans as a percentage of net receivables increased from 0.04% at 31 March 2004 to 0.06% at 31 March 2005.

#### 1.2 Group Highlights

The financial information provided in this statement of financial results and dividend announcement relates to the operations of St.George Bank Limited and its controlled entities (the Group) for the half-year ended 31 March 2005. The Group's financial results have been subject to an independent review by the Group's external auditors, KPMG. Comparative information has been reclassified where necessary to enhance comparability. In this document, the term March 2005 half or period refers to the six months ended 31 March 2005 and the term September 2004 half or period refers to the six months ended 30 September 2004. Other half-years are referred to in a corresponding manner.

		March	Sept	March
		2005	2004	2004
TOTAL ON BALANCE SHEET ASSETS	\$M	74,340	69,960	66,326
SECURITISED RECEIVABLES	\$M	11,669	10,549	8,345
MANAGED FUNDS	\$M	27,812	24,825	22,604
OPERATING PROFIT				
Before preference dividends and:				
- after income tax, OEI and before goodwill and significant items	\$M	491	441	429
- after income tax, OEI, goodwill and before significant items	\$M	436	390	377
- after income tax, OEI, goodwill and significant items	\$M	447	390	377
After preference dividends and: - after income tax, OEI and before goodwill and significant items	\$M	460	414	406
- after income tax, OEI and before goodwin and significant items - after income tax, OEI, goodwill and before significant items	\$M	405	363	354
- after income tax, OEI, goodwill and significant items (available to ordinary shareholders)	\$M	416	363	354
UNDERLYING PROFIT	\$M	754	689	641
RETURN ON AVERAGE ASSETS (Annualised)				
- after income tax, OEI and before goodwill, significant items and preference dividends		1.33%	1.28%	1.32%
- after income tax, OEI, goodwill and significant items and before preference dividends		1.22%	1.13%	1.16%
RETURN ON AVERAGE RISK WEIGHTED ASSETS (Annualised)				
- after income tax, OEI and before goodwill, significant items and preference dividends		2.22%	2.13%	2.24%
- after income tax, OEI, goodwill and significant items and before preference dividends		2.02%	1.88%	1.96%
RETURN ON AVERAGE ORDINARY EQUITY (Annualised)				
- after income tax, OEI, preference dividends and before goodwill and significant items		22.63%	21.24%	21.56%
- after income tax, OEI, preference dividends, goodwill and before significant items		19.92%	18.62%	18.80%
- after income tax, OEI, preference dividends, goodwill and significant items		20.46%	18.62%	18.80%
EXPENSES AS % AVERAGE ASSETS (Annualised) - (excluding goodwill and significant items)		1.67%	1.77%	1.88%
EXPENSE / INCOME RATIO - (excluding goodwill and significant items)		44.9%	47.0%	48.1%
INTEREST MARGIN (Annualised)		2.60%	2.64%	2.74%
ORDINARY DIVIDEND (Fully franked)	Cents	67.0	62.0	60.0
EARNINGS PER ORDINARY SHARE (Annualised)				
Basic		4504		• • • •
- before goodwill and significant items	Cents	178.1	161.6	160.0
- after goodwill and significant items Diluted	Cents	161.1	141.9	139.3
- before goodwill and significant items	Cents	177.3	160.8	158.9
- after goodwill and significant items	Cents	160.7	141.5	138.9
Weighted Average Number of Shares				
- Basic ordinary shares	000's	516,353	511,741	508,094
- Diluted ordinary shares	000's	529,416	526,167	523,575
NET TANGIBLE ASSETS PER ORDINARY SHARE	\$	5.98	5.58	5.24
CAPITAL ADEQUACY RATIO		11.6%	11.1%	10.9%
(1) OEI refers to Outside Equity Interests in controlled entities.				

#### 1.2 Group Highlights (continued)

#### **Net Interest Income**

Net interest income for the half-year was \$851 million (31 March 2004: \$794 million), an increase of 7.2%. The increase is due to growth in average interest earning assets of 13.0% since 31 March 2004, which is partially offset by a decrease of 14 basis points in the interest margin to 2.60% from 2.74% in the March 2004 half (a decrease of 4 basis points compared to the September 2004 half).

#### **Non-Interest Income**

- Non-interest income before significant items was \$517 million (31 March 2004: \$475 million), an increase of 8.8%. Non-interest income before significant items accounts for 37.8% of total income (31 March 2004: 37.4%). The increase in non-interest income resulted from strong growth in bank acceptances, managed funds and securitised loans, increased product fees and commissions income and profit on sale of the Assirt businesses (before goodwill write-off).

#### **Operating Expenses**

- The expense to income ratio, before goodwill amortisation and significant items, decreased to 44.9% (31 March 2004: 48.1%) due to prudent cost management and growth in total income underpinned by strong lending asset and managed funds growth. The expense to income ratio in the September 2004 half was 47.0%.
- Operating expenses, before goodwill and significant items, were \$614 million (31 March 2004: \$610 million), an increase of 0.7%. When compared to the September 2004 half, operating expenses, before goodwill and significant items, were relatively flat with an increase of 0.3%.

#### **Income Tax**

- Income tax expense after significant items increased by \$36 million to \$216 million compared to the March 2004 half.

#### **Shareholder Returns**

- Annualised return on average ordinary equity, before goodwill and significant items, increased to 22.63% (31 March 2004: 21.56%).
- Annualised basic earnings per ordinary share, before goodwill and significant items, increased to 178.1 cents (31 March 2004: 160.0 cents), an increase of 11.3%.
- The Board has declared an interim ordinary dividend of 67 cents per share, payable on 4 July 2005. The dividend will be fully franked at 30%.

#### 1.2 Group Highlights (continued)

#### St.George Insurance Pte Limited (SGI)

SGI is a wholly owned captive lender's mortgage insurance provider. SGI's profit after tax for the March 2005 half was \$28 million (31 March 2004: \$17 million), an increase of 64.7% (refer section 2.3.3 for further details).

#### Capital Management

The Group's capital position remains strong with Tier 1 capital adequacy at 7.4% and Tier 2 at 4.3%. The Bank's credit ratings remained unchanged during the period. The following initiatives were undertaken during the half-year:

- Completion of a \$2.5 billion securitisation of residential loan receivables through the Crusade Securitisation Program in March 2005.
- 2.9 million ordinary shares issued under the Bank's Dividend Reinvestment Plan (DRP) raising \$70 million of capital in December 2004.
- Completion of a EURO 250 million subordinated note issue in March 2005 that qualifies as Tier 2 capital for capital adequacy purposes.

At 31 March 2005, the Group's adjusted common equity to risk weighted assets (ACE ratio) was 5.1% (30 September 2004: 5.0%; 31 March 2004: 5.4%).

The DRP will operate for the interim dividend with no discount.

In February 2001 St.George issued \$300 million of Preferred Resetting Yield Marketable Equity Securities (PRYMES). At the next dividend reset date on 21 February 2006, St.George has two options available:

- Conversion of the PRYMES into ordinary shares, subject to APRA approval; or
- Resetting of the dividend and continuation of the PRYMES.

A copy of the PRYMES terms and conditions is available on St. George's website.

#### **Assets and Asset Quality**

- Lending assets (on and off-balance sheet) were \$74.5 billion (31 March 2004: \$64.4 billion), an increase of 15.8%.
- Bad and doubtful debts expense for the period increased by \$6 million to \$58 million compared to the March 2004 half and fell by \$2 million compared to the September 2004 half.
- The general provision for doubtful debts balance of \$220 million and the unearned income on mortgage insurance premiums balance of \$14 million (tax effected), when taken together, are \$9 million above the accepted industry level of 0.50% of risk weighted assets.

#### 2 Business Summary

#### 2.1 Strategic Overview

The Group's organic growth strategy continues to deliver superior returns to shareholders as evidenced by the results for the six months to 31 March 2005.

The Group's Strategic Framework developed in 2002, and now consistently applied for more than three years, remains unchanged and continues to guide and inform our work programs:

- Deepen and strengthen relationships with customers in our chosen markets.
- Leverage specialist capabilities for growth.
- Creatively differentiate on service.
- Accelerate and empower relationship selling.
- Build team and performance culture.
- Optimise cost structure.

Building on the Group's strong heritage of differentiation from our competitors through customer service, work has continued during the period on the Group-wide Service Program. This program is based on a simple customer loyalty equation as follows:

#### **Engaged People** + Great Customer Experience = Superior Financial Outcomes

Specific detailed and integrated work plans are in place to ensure that the Group meets its objective of long term sustainable quality growth. While ownership of the initiatives is held within the business units, the program is tracked and reviewed at the Group Executive level. The program incorporates the focus on previously identified key business priorities, which are as follows:

- Home Loans
- Integrated Sales & Service
- Middle Market
- Wealth Management
- Productivity Management
- Victorian & Queensland Expansion
- People
- Risk Management
- Credit Quality

Some of the specific initiatives that have been progressed during the period include:

Retail Bank Restructure – In November 2004 the retail business was restructured to group all aspects of St. George retail distribution under the Group Executive Retail Business (David Gall – appointed February 2005) with product and segment management, marketing and processing falling under the Group Executive Wealth Management and Retail Financial Services (Paul Fegan). This revised organisational model moves the Group closer to a customer centric delivery platform facilitating our focus on sales, service and local management empowerment.

#### 2.1 Strategic Overview (continued)

Integrated Sales and Service (ISS) and Local Management Empowerment – The first half of the 2005 year has seen a review of our ISS program. While the tools and processes have been successfully embedded, the consistency of application and follow through requires improvement. The review is resulting in a simplification and streamlining of the processes being used, particularly as they relate to measurement, tracking and reward. The period has also seen the appointment of Regional General Managers and the elimination of a layer of management. Further skilling and coaching support is underway, with a heightening of focus on strengthening the Group's capacity to meet customer needs at a local level.

Customer Relationship Management (CRM) – The Group has committed resources to the integration and development of middleware to deliver additional customer information to the front line in branches and call centres. This work leverages existing customer information and systems, which are being redesigned to deliver more relevant information to our sales and service staff. This information is expected to improve the effectiveness of our ISS efforts and support local management empowerment. The first phase of delivery will be complete during calendar 2005.

Best Business Bank (Middle Market) Strategy – Building from the Group's successful business banking model, implementation of an accelerated growth strategy developed during last year is now underway. Senior Institutional and Business Bank management have been seconded to develop and execute the implementation plans. Progress is on track and integrated with the Group's strategic plans. More detail as regards the Group's progress in Middle Market follows in the Operational Update.

**Process Transformation** – The Group has achieved success in process reengineering across the front and back offices in recent years and this program seeks to build on that success. Senior management from across the Group are dedicated to the program supported by line and process reengineering professionals. It is envisaged that implementation will take place over several future reporting periods following a prioritisation of design and systems works required. The overall goal for this program is an improvement in customer service and processing effectiveness however, it is also envisaged that this will simultaneously release some per unit cost savings over time.

**People and Culture** – The Group is distinguished by a culture that is a combination of 'warmth and friendliness', transparency and candour. Making the Group a compelling place to work and raising the overall engagement levels of our people remain key priorities for the management team. Management training and skilling, recruitment and induction programs, redesign of compensation and focus on 'right people in right roles' is continuing as part of the overall Group Service Program. People and culture remain the Group's single greatest differentiator and a critical component in the loyalty equation described above.

In addition to the strategic and business priorities described above, the Group has continued its strategic rebalancing of its portfolio of businesses with the sale during the period of the Assirt Research and non-branded ATM businesses. These sales are described in more detail in the following Operational Update.

The Group retains its strong track record for excellence in business execution against its strategic and business priorities, building from an established platform for its next phase of growth. Accordingly, the Group confirms that it will continue to sustain its position of superior EPS performance and has upgraded its overall EPS growth target to 11% for full year 2005 and double digit EPS growth for full year 2006.

#### 2.2 Operational Update - Business Priorities

#### 2.2.1 Home Loans

Although the March 2005 half has seen a slowing in the rate of growth in the home loan market, St.George's performance remains strong. The Bank's annualised growth in residential loans (including securitised loans) for the 31 March 2005 half was 12.1%. St.George is on track to be at or around system growth for the 2005 full year.

Product innovation and mix continue to be key areas of focus to ensure stability in home loan margins and ongoing growth in the overall portfolio. New home loan products were introduced during the period to meet the needs of target customer segments including investors, small business and retirees. In terms of margin management, the Bank has continued to actively reduce the level of new discount introductory loans. These loans typically have weaker retention prospects and a lower profit margin than other products, such as the Bank's home equity loans, which grew by 18.7% since 31 March 2004.

The home loan broker proportion of approvals for the half was 43% compared to 47% for the September 2004 half. Management of this channel is focussed on improving efficiency, increasing average loan size and achieving a balanced product mix. To improve efficiency in this channel and reduce loan application processing timeframes, the Bank is investing in a new "electronic lodgement" capability, which is being launched in May 2005 and then progressively rolled out to home loan brokers.

During the period the Bank has focused on improving the performance of its proprietary channels. Actions taken included the introduction of a new lender program, better alignment of incentives and an increase in the branch and mobile lender sales force. This work is ongoing.

The process improvements delivered by the Mortgage Transformation Programme in 2004 were critical in the March 2005 quarter when the Bank experienced close to record application volumes and was still able to maintain customer service levels. The improvements included system and process enhancements, the introduction of imaging and the establishment of a dedicated mortgage call centre. Further improvements are scheduled for the next phase of the Mortgage Transformation Programme.

The Bank's annualised customer attrition rate continues to improve from an average of 17.0% for the September 2004 half to 15.7% for the March 2005 half. The key drivers of the improvement continue to be lower levels of introductory loan business written since 2003, improved product design, stronger customer relationships and the benefits of the Bank's ongoing customer retention program.

Credit quality remains sound, consistent with the low levels of bad debts experienced over the last few years and prudent credit policies aimed at protecting the Bank and borrowers alike.

#### 2.2 Operational Update - Business Priorities (continued)

#### 2.2.2 Middle Market

This segment continues to perform strongly with lending growth of 22.7% since 31 March 2004. Customer service is a key success factor that drives growth in this segment. Customers are relationship managed by staff that are skilled in meeting customers' needs according to their industry segments. The business is focused around six key industry segments – manufacturing and wholesale, professionals, hotels and leisure, aged care and health, property and construction, and automotive finance.

Customer loyalty and satisfaction continue to be a differentiator for St.George in the Middle Market with no customers indicating they are likely to change bank compared to an average of 18.7% for the four major banks in a February 2005 East & Partners survey. The high service levels provided to Middle Market customers result in this stronger customer loyalty, minimal customer churn and a propensity for customers to broaden their relationship with St.George. This has resulted in an increase to 4.0 products per customer in February 2005 from 3.9 in September 2004. St.George's success has been recognised externally being named Business Bank of the 2004 Year by CFO Magazine, reflecting achievements in growth and relationship management and awarded Business Banking Web Site of the 2004 Year by Personal Investor magazine, acknowledging St.George's market leading on-line offering.

Lending market share for this segment grew from 6.35% in September 2004 to 6.61% as at February 2005.

To realise further potential in this segment the Bank is implementing its Best Business Bank program, which includes the recruitment of additional relationship managers in NSW and other states.

#### 2.2 Operational Update - Business Priorities (continued)

#### 2.2.3 Wealth Management

The core operations are wealth administration (platform) services, asset management, margin lending, insurance and distribution of wealth products and services. St. George Private Bank and the Gold customer segment are also managed by this business. The wealth businesses have performed particularly well over the period, being well positioned in their target markets and benefiting from a favourable investment climate.

Sealcorp recorded a strong performance in the platform business, operating the Asgard Master Trust and Wrap services, as well as services to institutional clients. Sealcorp's funds under administration increased by 23.7% to \$20.5 billion compared to \$16.6 billion at 31 March 2004, benefiting from the continued trend of retail funds flows being invested via platforms. Sealcorp's distribution includes the Securitor dealer network, independent financial planners, wholesale dealer-to-dealer services and St.George financial planners and private bankers.

Advance Funds Management increased funds under management to \$4.7 billion from \$3.9 billion or 21.5% compared to 31 March 2004. Consistent with its business model as "manager of managers", the number of strategic partnerships increased from 13 to 17 and both retail and wholesale investment suites were upgraded.

Margin Lending assets grew to \$1.4 billion up \$334 million or 30.6% since 31 March 2004, retaining both its 5-Star Cannex rating and the Asset Magazine Award as Margin Lender of the Year. Insurance achieved a 14% growth in premium income compared to the March 2004 half. Customers in both Private Bank and Gold continued to report excellent levels of customer satisfaction and this reflected in solid momentum within these two important customer segments.

In February, Standard & Poor's Australia acquired the managed funds data and ratings business of Assirt Pty Limited from the Bank.

#### 2.2.4 Victorian Expansion

The Group's strategy in Victoria is to selectively grow its market share in a measured and managed way with a strong focus on Gold and Middle Market customer segments.

During the half year, the Group opened one new full service branch in metropolitan Melbourne and converted a commercial office to a full service branch in country Victoria. Five further metropolitan sites are scheduled to be opened in the remainder of 2005.

Middle market receivables grew by 30% to \$1.5 billion compared to 31 March 2004. Residential loans grew by 34% to \$5.4 billion since 31 March 2004. Growth in residential loans continues to be largely sourced from the home loan broker channel, however, the percentage of loans originated from the branch channel improved during the period as the new sites became operational.

Additional distribution capability resulting from the launch of a mobile residential lending sales force and an increase in the number of Corporate and Business Bank relationship managers is underway, with full benefits expected to commence from 2006.

#### 2.2 Operational Update - Business Priorities (continued)

#### 2.2.5 Queensland Expansion

The Group's second phase of expansion into geographic locations where it is under represented is to focus on the Queensland market. The Bank appointed a General Manager, Queensland in November 2004 to grow the Bank's lending and deposit businesses. With the benefit of the experience gained in growing the Bank's Victorian businesses, target customer segments and distribution plans are being developed for the Queensland market.

Compared to \$859 million at 31 March 2004, middle market receivables grew by 16% per annum to \$1.0 billion. Residential loans grew by 23% to \$4.5 billion in the same period.

#### 2.2.6 Risk Management

The Group in its daily activities is exposed to credit risk, market risk, liquidity risk and operational risk. The Group has a well established and integrated framework to manage these risks through a number of specialised committees, that are responsible for policy setting, monitoring and analysing risk.

The Group's risk management framework continues to be enhanced as it progresses with the implementation of the Basel II advanced approaches for credit and operational risk. The Bank has a program in place with the objective of implementing the advanced approaches for credit risk by January 2008 and operational risk by January 2009. Timing is subject to satisfying APRA's advanced level Basel II accreditation requirements.

The Bank plans to commence a two year parallel run for credit risk against the current Accord in January 2006 and commence a two year parallel run for operational risk in January 2007.

#### 2.2.7 Credit Quality

St.George's asset quality continues to be very strong, reflecting a loan portfolio weighted towards residential loans and sound credit policies. The Group continues to be well provisioned with total specific provisions as a percentage of gross impaired assets representing 49.4% (31 March 2004: 52.4%). The charge for bad and doubtful debts was \$58 million compared to \$52 million in the March 2004 half. This comprised a general provision charge of \$11 million compared to \$16 million in the March 2004 half and a specific provision charge of \$47 million compared to \$36 million in the March 2004 half due to an increase in consumer and commercial loan specific provisions, reflecting the strong growth in these portfolios. Total impaired assets (net of specific provisions) were \$44 million compared to \$30 million at 31 March 2004. Bad and doubtful debts as a percentage of average gross loans and receivables were steady at 0.10%. Net non-accrual loans as a percentage of net loans and receivables are 0.06% compared to a historically low level of 0.04% at 31 March 2004.

#### 2.3 Operational Update - Other

#### 2.3.1 Depositary Capital Securities (DCS)

As first advised to the market on 26 February 2004, the Bank has received questions from, and been in discussion with the Australian Taxation Office (ATO) concerning deductions claimed by St.George in respect of its 1997 DCS.

The ATO has issued St. George with amended assessments for 1998 to 2003 relating to interest deductions claimed by St. George in respect of the subordinated debentures issued to St. George Funding Company LLC as part of the DCS transaction. When added to the assessment expected for 2004, these amended assessments total \$164 million (after tax) comprising \$114 million of primary tax and interest and penalties of \$50 million (after tax), for the period 1998 to 2004 inclusive.

St. George is confident that its position in relation to the application of the taxation law is correct and obtained detailed legal, tax and accounting advice both at the time of the transaction as well as following commencement of the ATO's inquiries.

St. George has recently taken advice from two separate and independent Senior Counsel. St. George has considered that advice and strongly disagrees with the ATO's position. Accordingly, St. George has concluded that no amounts due under the amended assessments will be charged to its Statement of Financial Performance. St. George has discussed and agreed this treatment with its auditors, KPMG.

Resolution of this matter through the Courts is likely to take some years. St.George intends to pursue all necessary avenues of objection and appeal in contesting the ATO's view.

From 1 October 2004 onwards, St.George has decided to take a conservative approach and not claim deductions on interest paid on the subordinated debentures. The net financial impact of this change will be \$6 million per annum after tax. The impact for the 31 March 2005 half is reflected in Section 3.1.8 Income Tax Expense.

#### 2.3.2 Disposal of Businesses

In December 2004, the Group sold its non-core unbranded ATM network to Customers Ltd. The sale resulted in a profit on sale before tax of \$27 million (\$19 million after tax). St.George will continue to focus on growing its own branded ATM network. This gain has been classified as a significant item (refer 3.1.2 Significant Items).

In March 2005, the Group sold its Assirt managed funds data and ratings business. A profit after tax of \$5 million was recognised on sale. This profit is calculated after allowing for the write-off of \$4 million of unamortised goodwill attributable to this business.

#### 2.3.3 St.George Insurance Pte Limited

St. George Insurance Pte Ltd (SGI) is a wholly owned subsidiary of the Bank and was established in Singapore in 1989. SGI is a captive lender's mortgage insurance (LMI) provider and as such only offers mortgage insurance products to the Bank. SGI insures residential loans, which under the Bank's credit policies, require mortgage insurance.

Loans insured by SGI as at 31 March 2005 had a total value of \$28.1 billion. The actuarial assessment has determined that, as at 30 September 2004 the provisions and reserves held by SGI to meet its potential and specific residual claims after allowing for reinsurance arrangements are conservative, with an 87% level of confidence.

Each year of new advances, with loan to valuation ratios (LVR) greater than 80%, is treated as a separate policy period with SGI retaining the risk for claims up to 0.5% of the total advances in this category. Reinsurance cover cuts in for claims above 0.5% of advances in this category for each individual policy year (up to an agreed cap of 2%, beyond which St.George Bank assumes the residual risk). During its history, SGI has not made a claim under its reinsurance treaties.

SGI's investment portfolio consists of equities, fixed interest securities and term deposits. Two external fund managers independently manage the portfolio, with the performance regularly monitored by SGI and the Bank.

SGI is independently rated A by Standard & Poor's, A2 by Moody's Investor Service and AA- by Fitch Ratings.

#### **Prudential Regulation**

SGI is subject to the regulatory requirements of the Monetary Authority of Singapore. SGI has been regarded by APRA as an acceptable LMI provider, which enables the Bank to obtain a concessional risk weighting on its residential loans for capital adequacy purposes where the loan to valuation ratio exceeds 80 percent (or 60% in the case of Low Doc loans) and the loans have been insured by SGI.

Proposed reforms to the Australian LMI industry were released by APRA in August 2004 and revisions released in February 2005. The new standards are expected to take effect from 1 October 2005. APRA is allowing a two-year transition period in certain cases to meet the new requirements. Under the proposed guidelines SGI would need to be incorporated in Australia to satisfy the requirements of an "acceptable" LMI. The Bank intends to avail itself of the transitional provisions in the proposed standards to implement the required changes by no later than 30 September 2007 to ensure that SGI continues to qualify as an acceptable LMI. SGI complies with the minimum capital requirements of the proposed standards.

#### 2.3.3 St.George Insurance Pte Limited (continued)

#### **SGI Pte Limited Performance Summary**

Half-Year Ended	•	March 2005	Sept 2004	March 2004
		\$M	\$M	\$M
Underwriting income		17	15	11
Investment portfolio income		19	11	9
Claims		-	•	-
Other expenses	_	(2)	(1)	(1)
Profit before tax		34	25	19
Income tax expense	_	6	4	2
Profit after tax	_	28	21	17
Total assets		247	195	185
Investment portfolio		247	195	185
Shareholders' equity		197	169	148
Performance ratios				
* Loss Ratio (1)	%	(1.1)	(2.1)	(3.0)
* Expense Ratio (2)	%	6.0	5.4	5.7
* Combined Ratio (3)	%	4.9	3.3	2.7
Return on - (Annualised)				
* Average Assets	%	25.53	21.17	20.77
* Average Shareholders' Equity	%	32.21	25.49	25.25
Profit before tax by source				
* Mortgage Insurance	%	43.6	55.1	54.4
* Investment Portfolio	%	56.4	44.9	45.6
(1) Net claims incurred divided by net premiums earned.				
(2) Underwriting expenses divided by net premium earned.				
(3) The sum of (1) and (2).				
The above ratios are calculated on SGI's results rounded to the ne	arest thousar	nd dollars.		

#### 2.3.4 International Financial Reporting Standards

From 1 October 2005, the Group will need to comply with IFRS as issued by the Australian Accounting Standards Board (AIFRS). The Group is well advanced with the implementation of changes required under AIFRS, which are expected to be completed prior to 30 September 2005. Further information on the Group's AIFRS implementation progress and key impacts are contained in Note 18 to the Financial Statements.

#### 2.4 Future Prospects

The rate of growth in the Australian economy has slowed in the last six months. Export growth was subdued and consumer spending eased back from very strong levels. Business investment and company profit growth remained solid. The year ahead is expected to bring a small lift in growth as the housing sector and consumer spending level out. A substantial Federal Government budget surplus is expected, which could find its way to consumers through tax cuts over the coming year.

The strength of the US and Chinese economies will be the main drivers from a global perspective. The rate of growth for both of these economies could slow over the coming year. The oil price will also be an important determinant, and if this stays above \$50 per barrel for an extended period, economic growth forecasts are expected to be revised downwards.

Despite the March increase, interest rates are still at relatively low levels. If further tightening is to occur, it is expected to be a modest rise directed at slowing the rate of credit growth and managing inflationary pressures. While further tightening is likely to slow the rate of housing credit growth, it is still expected that system growth will be around 12% for full year 2005. The outlook for business lending remains positive.

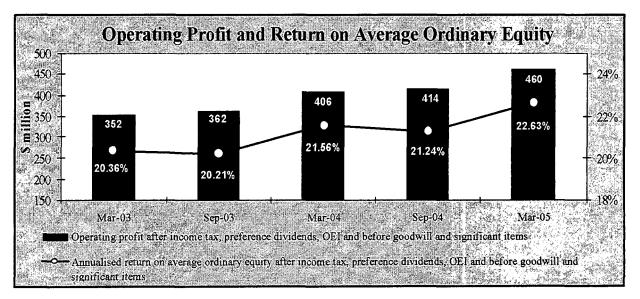
The first half has seen a heightening in competitive intensity and we expect this to continue. St. George is well positioned to deal with this environment due to its key differentiators. These include a track record of excellent credit quality, effective cost management, high levels of customer service and satisfaction, together with a strong focus on delivering on business growth strategies.

Based on the strong performance for the half-year, St.George has increased its EPS growth target for the 2005 full year from 10% to 11% and has reaffirmed the double digit EPS growth target for 2006.

#### 3 Financial Analysis

#### 3.1 Group Performance Summary

Half-Year Ended	March	Sept	March
	2005	2004	2004
	SM	\$M	\$M
Interest income	2,263	2,150	1,966
Interest expense	1,412	1.332	1,172
Net interest income	851	818	794
Non-interest income	517	483	475
Significant items	16	17	475
Total non-interest income	533	500	
Bad and doubtful debts expense	58	60	52
Operating expenses	614	612	610
Significant items	-	17	<u> </u>
Total operating expenses	614	629	610
Goodwill amortisation and write-off	55	51	52
Share of net profit of equity accounted associates	3	1	1
OPERATING PROFIT BEFORE INCOME TAX	660	579	556
Income tax expense	211	192	180
Income tax expense on significant items	5	<u> </u>	
Total income tax expense	216	192	180
OPERATING PROFIT AFTER INCOME TAX	444	387	376
Outside equity interests (OEI)	(3)	(3)	(1)
OPERATING PROFIT AFTER INCOME TAX AND OEI	447	390	377
Preference dividends:			
- Depositary Capital Securities (DCS) - Preferred Resetting Yield Marketable Equity Securities (PRYMES)	13 10	15 10	14 9
- Preferred Resetting Tield Marketable Equity Securities (FRTMES)	8	2	,
- Subordiffaced Adjustable Theolife Non-Teruffacion Flor F Securities (SAIN 13)	31	27	23
PROFIT AVAILABLE TO ORDINARY SHAREHOLDERS	416	363	354
Profit available to ordinary shareholders Add/(Less):	416	363	354
Goodwill amortisation and write-off	55	51	52
Significant items	(11)		
Profit after preference dividends, income tax, OEI and before goodwill and significant items	460	414	406



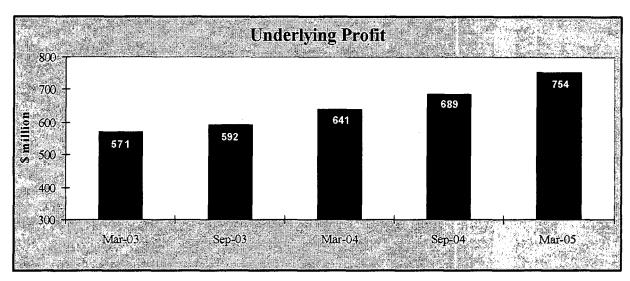
#### 3.1.1 Underlying Profit

The underlying profit for the Group increased by 17.6% to \$754 million compared to 31 March 2004.

Half-Year Ended	March	Sept	March
	2005	2004	2004
	\$M	\$M	\$M
Operating profit after income tax and outside equity interests	447	390	377
Add: Outside equity interests	(3)	(3)	(1)
Operating profit after income tax	444	387	376
Add/(Less):			
Net profit on disposal of land and buildings	(3)	(1)	(19)
Net gain on significant items	(11)	-	-
Income tax expense	211	192	180
Charge for bad and doubtful debts	58	60	52
Goodwill amortisation and write-off	55	51	52
Underlying Profit	754	689	641

Factors driving the growth in underlying profit during the half-year were:

- growth in lending assets;
- effective management of net interest margin; and
- prudent cost control.



#### 3.1.2 Significant Items

Individually significant items according to AASB 1018 are revenues and expenses of such a size, nature or incidence that their disclosure is relevant in explaining the financial performance of the Group.

Half-Year Ended	March	Sept	March
•	2005	2004	2004
	\$M	\$M	\$M
Non-interest income			
Non-interest income before significant items	517	483	475
Significant items			
- Profit on sale of fixed assets (i)	27		-
- Write-off of deferred home loan broker commissions (ii)	(11)	-	-
- Profit on sale of shares (iii)		17	
	16	17	-
Total non-interest income	533	500	475
Operating expenses			
Operating expenses before significant items	614_	612	610
Significant items			
- Write-off of computer applications and equipment (iv)	-	17	-
Total operating expenses	614	629	610
Income tax expense			
Income tax expense before significant items	211	192	180
Significant items			
- Income tax expense on profit on sale of fixed assets (i)	8	-	-
- Income tax benefit on write-off of deferred home loan broker commissions (ii)	(3)	-	-
- Income tax expense on profit on sale of shares (iii)	-	5	-
- Income tax benefit on write-off of computer applications and equipment (iv)	-	(5)	
	5	-	-
Total income tax expense	216	192	180
Summary of significant items			
Total pre-tax profit from significant items	16	•	-
Less: Total tax expense attributable to significant items	5		
Net gain on significant items	11	-	

#### March 2005 half year

- (i) On 31 December 2004, the Bank sold its non-core unbranded ATM network to Customers Ltd. The sale resulted in a profit on sale before tax of \$27 million (\$19 million after tax). St.George will continue to focus on growing its own branded ATM network.
- (ii) The Bank has progressively changed its strategy in respect of its residential introductory loan portfolio as the portfolio typically has a shorter life and a lower interest margin than other residential loan products. The introduction of new products and the change in strategy have resulted in a significant reduction in the balance of the introductory loan portfolio in recent years. As a result, from 1 October 2004, the Bank ceased to defer home loan broker commissions on new introductory loan business and has recognised an adjustment of \$11 million (\$8 million after tax) during the half-year that represents the unamortised balance of deferred commissions relating to this loan portfolio.

#### September 2004 half year

- (iii) On 15 April 2004, the Bank sold 4,319,290 shares it held in Cashcard Australia Limited to First Data Corporation Limited in accordance with the Scheme of Arrangement approved by the Supreme Court on 2 April 2004. The sale resulted in a profit before tax of \$17 million (\$12 million after tax).
- (iv) Primarily relates to a reassessment of the expected future benefits attributable to the Bank's front end lending platform (CLAS) with a \$13 million write-down recognised, resulting in a \$nil carrying value for CLAS. The Bank has been advised that the software vendor supporting the platform that CLAS operates on will be phasing out their support. The Bank intends to commence replacing CLAS during the year ending 30 September 2005.

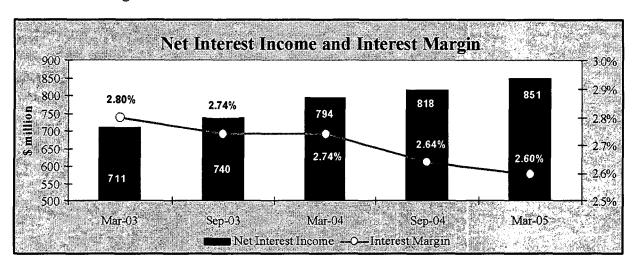
#### 3.1.3 Net Interest Income

Net interest income is derived from the Group's business activities of lending, investments, deposits and borrowings. The net interest income for the period was \$851 million (31 March 2004: \$794 million), an increase of 7.2%.

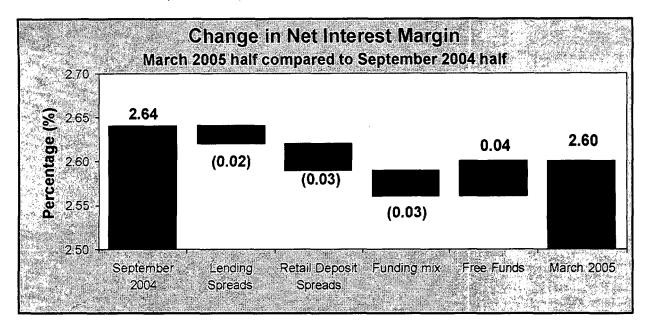
Half-Year Ended	March2005			September2004		March2004	
	Balance	Rate	Balance	Rate	Balance	Rate	
	\$M	%	\$M	%	<b>\$</b> M	%	
Actuals						ľ	
Net Interest Income	851		818		794		
Averages							
Interest Earning Assets	65,530	691%	62,012	6.93%	58,010	6.78%	
Interest Bearing Liabilities	61,655	4.58%	58,919	4.52%	55,224	4.24%	
Interest Spread		233%		241%		2.54%	
Interest Margin		2.60%		2.64%		2.74%	

The increase in net interest income was primarily due to growth in average interest earning assets of 13.0% since 31 March 2004, which was partially offset by a 14 basis points reduction in the interest margin to 2.60% (31 March 2004: 2.74%) and by 4 basis points compared to the September 2004 half. The 4 basis point decrease in the interest margin in the March 2005 half was largely due to an increased reliance on wholesale funding and a reduction in retail deposit spreads reflecting competitive pricing pressures. This impact was partially offset by an increase in the benefit derived from free funds.

The growth in average interest earning assets reflects an increase of \$6.0 billion or 11.7% in the average balance of the loans and other receivables portfolio. This result is due to continued growth in home lending balances despite a slow down in the market and strong growth in the commercial loan portfolio, reflecting the success of the Bank's geographical expansion strategy and Middle Market business growth initiatives.



## 3.1.3 Net Interest Income (continued)



There was a 4 basis point reduction in the net interest margin during the March 2005 half. The reduction has been contained by managing lending spreads, consistent use of securitsation and bill financing and strong growth in commercial lending. The net interest margin was impacted by the following factors:

### (1) Lending Spreads

Lending spreads were actively managed through disciplined pricing policies, maintaining a stable lending mix and securitisation. Lending spreads on home loans were stable while commercial loans experienced a small reduction.

### (2) Retail Deposit Spreads

Retail funding spreads continue to be impacted by the increased flow of retail money into higher interest rate accounts.

### (3) Funding Mix

The strong growth in loans and receivables was largely funded through greater reliance on wholesale borrowings, which increased funding costs.

### (4) Free Funds

Offsetting the factors above were improved returns on equity resulting from interest rate increases and the impact from the SAINTS Tier 1 capital raising completed in August 2004.

### 3.1.4 Non-Interest Income

Non-interest income before significant items grew 8.8% to \$517 million from \$475 million in the March 2004 half.

Half-Year Ended	March	Sept	March
	2005	2004	2004
	SM	\$M	<b>\$</b> M
Non-interest income			
Trading income	34	27	34
Product fees and commissions			
- Lending	32	29	34
- Deposit and other accounts	120	115	103
- Electronic banking	95	96	91
Securitisation service fees	51	42	42
Managed funds fees	107	103	94
Bill acceptance fees	42	35	31
Factoring and invoice discounting income	9	11	10
Net profit on disposal of land and buildings	3	1	19
Profit on sale of businesses	9	-	-
Trust distributions	3	8	1
Rental income	5	5	6
Profit on sale of shares	2	5	
Dividend income	2	2	2
Other	3	4	8
Non-interest income before significant items	517	483	475
Significant items			
Profit on sale of fixed assets	27	_	-
Write-off of deferred home loan broker commissions	(11)	_	
Profit on sale of shares in Cashcard	- -	17	-
	16	17	•
TOTAL NON-INTEREST INCOME	533	500	475
	***************************************		
Non-Interest Income as a % of Average Assets (annualised)			
- before significant items	1.41%	1.40%	1.46%
- after significant items	1.45%	1.45%	1.46%
Non-Interest Income as a % of Total Income			
- before significant items	37.8%	37.1%	37.4%
- after significant items	38.5%	37.9%	37.4%

### Trading Income

Trading generates net interest income and non-interest income. Net interest income earned on the trading portfolio was \$30 million (30 September 2004: \$24 million; 31 March 2004: \$16 million). Therefore, total trading income was \$64 million (30 September 2004: \$51 million; 31 March 2004: \$50 million). Trading income benefited from growth in customer related transactions.

Trading income includes a gain of \$13 million (30 September 2004: \$6 million; 31 March 2004: \$5 million) from the Group's captive mortgage insurance company's investment portfolio, which is marked to market. Interest income earned on this investment portfolio was \$4 million (30 September 2004: \$2 million; 31 March 2004: \$3 million).

### 3.1.4 Non-Interest Income (continued)

### Product fees and commissions

Product fees and commissions income increased by 8.3% to \$247 million from \$228 million in the March 2004 half due to the following factors:

Lending fees – income from lending fees decreased by \$2 million to \$32 million compared to the March 2004 half. The increased fee revenue resulting from growth in loans and receivables was offset by increased home loan broker commission expense. Lending fees before broker commission expense were up 5.9%.

Deposits and other accounts - fees increased to \$120 million compared to \$103 million in the March 2004 half. The increase of \$17 million includes an \$8 million increase in mortgage insurance premium income. Fees on transaction accounts also increased compared to March 2004 due to growth in transaction accounts and transaction volumes.

Electronic Banking Income – increased by \$4 million to \$95 million compared to \$91 million in the March 2004 half, reflecting increased transaction volumes. The Bank's electronic banking income was down by \$3 million in the March 2005 half, due to the sale of its unbranded ATM network in December 2004.

#### Securitisation service fees

Securitisation service fees increased by 21.4% to \$51 million (31 March 2004: \$42 million) due to strong growth in the level of securitised loans to \$11,669 million.

### Managed funds fees

Managed funds fee income increased to \$107 million compared to \$94 million in the March 2004 half reflecting strong growth in managed funds since 31 March 2004.

#### Profit on sale of land and buildings

Net profit on disposal of land and buildings was \$3 million during the period, down from \$19 million in the March 2004 half.

#### Profit on sale of businesses

During the period, the Group sold its Assirt ratings and managed funds data businesses, resulting in a gain of \$9 million (\$5 million after associated goodwill write-off and tax).

#### Bill acceptance fees

The increase in bill acceptance fee income to \$42 million (31 March 2004: \$31 million) is attributable to strong growth in bank acceptances of 46.8% to \$5,419 million from \$3,692 million at 31 March 2004.

## 3.1.5 Managed Funds

The Group's managed funds comprise funds under management, funds under administration and funds under advice.

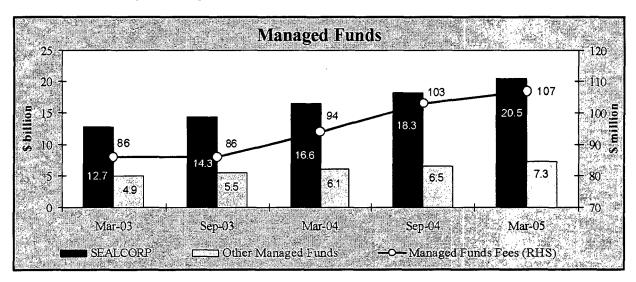
Half-Year Ended	March	Sept	March
•	2005	2004	2004
	\$M	\$M	\$M
Income			
Managed funds fees for the half-year	107	103	94
Managed funds			
Funds under administration (SEALCORP)	20,470	18,287	16,551
Funds under management	4,709	4,175	3,875
Funds under advice	2,633	2,363	2,178
Total Managed Funds	27,812	24,825	22,604

Managed funds rose by 23.0% compared to 31 March 2004. SEALCORP funds under administration rose by 23.7% compared to 31 March 2004. This growth reflects strong equity markets and continued improvements in investor confidence together with expanded distribution channels and product innovation.

The growth in Sealcorp's funds under administration highlights the continuing trend of retail funds flows being invested via platforms.

Sealcorp managed funds income was impacted by a compression in margins during the half. This was due to stronger growth in the proportion of lower margin products such as eWrap and Elements and a reduction in margins on traditional master fund products resulting from customer retention initiatives.

Funds under management growth of 21.5% to \$4.7 billion relates to the Advance Funds Management business which is an established product packaging business that continues to grow the number of its key alliance partners.

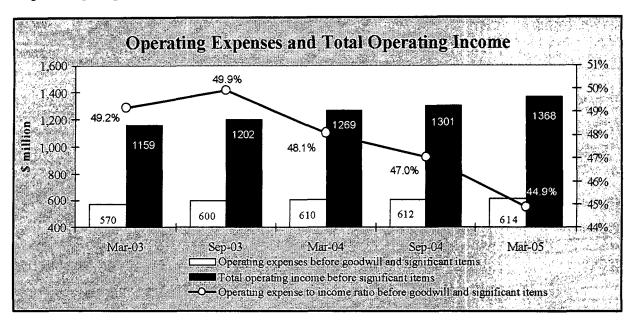


# 3.1.6 Operating Expenses

Half-Year Ended	March	Sept	Marci
•	2005	2004	2004
	\$M	\$M	SM
Staff ex penses			
Salaries	267	260	25
Contractors' fees	6	8	
Superannuation	23	21	2
Payroll tax	17	15	1
Fringe benefits tax	4	4	
Other	12	11	1
Total staff expenses	329	319	31
Computer and equipment costs			
Depreciation	20	22	2
Deferred expenditure amortisation	19	27	3
Rentals on operating leases	5	7	
Other (I)	36	36	3
Total computer and equipment costs	80	92	10
Occupancy costs			
Depreciation	13	13	1
Rentals on operating leases	34	32	3
Other (2)	20	20	1
Total occupancy costs	. 67	65	6
Administration expenses			
Advertising and public relations	21	24	2
Consultants	12	13	~
Fees and commissions	14	12	1
Postage	9	9	•
Printing and stationery	17	16	1:
Subscriptions and levies	4	4	1.
Telephone	4	7	
Other (3)			
	57	51	5
Total administration expenses	138	_136	13:
Operating expenses before goodwill and significant items	614	612	61
Goodwill amortisation and write-off	55	51	5
Operating expense after goodwill and before significant items	669	663	66
Significant items			
Write-off of computer applications and equipment	-	17	
TOTAL OPERATING EXPENSES	669	680	66
Ratios (before goodwill and significant items)			
Operating Expenses (annualised) as a % of Average Assets	1.67%	1.77%	1.88
Expense to Income ratio	44.9%	47.0%	48.19

- (1) Other computer and equipment costs are primarily comprised of software and hardware maintenance and data line communication costs.
- (2) Other occupancy costs are primarily comprised of management fees paid for property facility management and security services.
- Other administration expenses are primarily comprised of audit and related service fees, legal services, travel costs, non-lending losses and financial charges.

# 3.1.6 Operating Expenses (continued)



### **Total Operating Expenses**

Operating expenses are classified into the broad categories of staff, computer and equipment, occupancy and administration. Total operating expenses (before goodwill and significant items) were \$614 million for the half (31 March 2004: \$610 million) an increase of 0.7%, and an increase of 0.3% over the September 2004 half. The small increase on the September 2004 half reflects efficiencies from the retail distribution restructure, prudent cost management and a continued reduction in computer deferred expenditure amortisation. Operating expenses include investment for future growth such as customer relationship management systems and increasing the number of staff in customer facing roles.

#### **Staff Expenses**

Staff expenses increased by \$19 million or 6.1% to \$329 million compared to the March 2004 half and increased by 3.1% compared to the September 2004 half.

This increase reflects an average wage increase of 4.2% effective 1 October 2004. The increase in staff expenses from the March 2004 half was also due to continued investment in front line staff required to implement and support ongoing business growth and customer service enhancements.

### **Computer and Equipment Costs**

Computer and equipment costs decreased by \$21 million or 20.8% to \$80 million from \$101 million compared to the March 2004 half.

The decrease is primarily due to a \$16 million reduction in deferred expenditure amortisation compared to 31 March 2004. This reduction reflects tight disciplines on controlling deferred expenditure, a conservative policy on deferring expenditure and the completion of the amortisation period for a number of the Group's Best Bank projects. The balance of deferred expenditure at 31 March 2005 is \$99 million (31 March 2004: \$128 million).

# 3.1.6 Operating Expenses (continued)

### **Occupancy Costs**

Occupancy costs of \$67 million were flat compared the March 2004 half.

### **Administration Expenses**

Administration expenses for the half increased to \$138 million (31 March 2004: \$132 million), reflecting business growth and increased costs of legal and regulatory compliance.

### Goodwill Amortisation and Write-off

Goodwill amortisation and write-off for the period was \$55 million (31 March 2004: \$52 million). The increase was primarily due to \$4 million of goodwill written-off on the sale of the Assirt businesses during the period.

### 3.1.7 Bad and Doubtful Debts Expense

Half-Year Ended	March	Sept	March
	2005	2004	2004
	\$M	\$M	\$M
Bad and doubtful debts expense (net of recoveries)			
Residential loans	-	-	_
Commercial loans	19	21	14
Consumer loans	2 6	22	21
Other	2	-	1
	47	43	36
Net general provision movement during the period	11	17	16
Bad and doubtful debt expense	58	60	52
As a percentage of average risk weighted assets (annualised)	0.26%	0.29%	0.27%
As a percentage of average assets (annualised)	0.16%	0.17%	0.16%

Bad and doubtful debts expense (net of recoveries) for the half was \$58 million, an increase of \$6 million on the March 2004 half. The increase is primarily due to higher provisioning on consumer and commercial loans, reflecting strong growth in these portfolios. When compared to the September 2004 half, bad and doubtful debts expense fell by \$2 million.

The general provision charge is consistent with the level of growth in risk weighted assets. The general provision for doubtful debts at 31 March 2005 was \$220 million (31 March 2004: \$192 million).

The Group's annualised bad debt charge as a percentage of average assets remained steady at 0.16%. This result continues to reflect the Bank's sound credit policies and prudent lending mix with the residential portfolio comprising 71.7% of net loans and receivables.

# 3.1.8 Income Tax Expense

Half-Year Ended	March 2005 SM	Sept 2004 \$M	March 2004 \$M
Income tax expense shown in the results differs from prima facie income tax payable on pre-tax operating profit for the following reasons:	GIVE.	\$141	Ģ IVI
Operating profit before income tax	660	579	556
Prima facie income tax payable calculated at 30% of operating profit	198	174	167
Add: tax effect of permanent differences which increase tax payable			
* Goodwill amortisation and write-off	17	15	16
* Depreciation on buildings	1	1	1
* General provision for doubtful debts	3	5	5
* Tax losses not recognised	2	4	1
* Other	-	-	1
Less: tax effect of differences which reduce tax payable			
* Deduction allowable on depositary capital securities (1)	-	2	4
* Deduction allowable on shares issued to employees	2	-	2
* Deduction allowable on buildings	1	1	1
* Rebatable dividends	1	1	1
* Difference between accounting profit and assessable profit on sale of properties	-	1	1
* Tax benefit recognised on entering tax consolidation	-	2	-
* Other	1	-	2
Total income tax expense	216	192	180
Effective tax rate %	32.7	33.2	32.4

The effective tax rate for the March 2005 half was 32.7%, primarily as a result of the amortisation of goodwill.

(1) DCS - The Bank has decided to adopt a conservative approach and not claim a tax deduction on interest paid on subordinated debentures issued as part of the depositary capital securities transaction (refer section 2.3.1 for further details).

# 3.1.9 Segmental Results

### (a) Business Segments

Business segments are based on the Group's organisational structure. The Group comprises four business divisions, namely:

- Retail Bank (RB) (formerly Personal Customers) responsible for residential and consumer lending, provision of personal financial services including transaction services, call and term deposits, small business banking and financial planners. This division manages retail branches, call centres, agency networks and electronic channels such as EFTPOS terminals, ATMs and Internet banking. The results of St.George Bank New Zealand Limited are included in the segment reporting for RB.
- Institutional and Business Banking (IBB) responsible for liquidity management, securitisation, wholesale funding, capital markets, treasury market activities including foreign exchange, money market and derivatives, corporate and business relationship banking, international and trade finance banking services, leasing, hire purchase, automotive finance, commercial property lending and cash flow financing including factoring and invoice discounting.
- BankSA (BSA) responsible for providing retail banking and business banking services to
  customers in South Australia and Northern Territory. These services have extended into
  country New South Wales and Victoria as part of the Group's initiative to expand rural
  banking. Customers are serviced through branches, electronic agencies, ATMs, call centres,
  EFTPOS terminals and Internet banking.
- Wealth Management (WM) responsible for providing funds management and administration, margin lending, investment advice, private banking services and general and life insurance.

Effective 1 October 2004, responsibility for financial planners was transferred from WM to RB and BSA divisions. Comparative figures have been adjusted accordingly.

#### Retail Bank

RB's contribution to profit before tax grew to \$329 million for the half (31 March 2004: \$286 million), an increase of 15.0% (underlying increase of 20.4% after adjusting for profit on sale of land and buildings).

- Net interest income grew by \$20 million or 4.3% reflecting growth in lending balances offset by a decline in the interest margin due to competitive pressures on retail funding and a higher reliance on wholesale funds. RB's total assets grew by \$3.4 billion or 10.5% since 31 March 2004
- Non-interest income increased by \$11 million or 5.2% compared to the March 2004 half. This growth was primarily driven by increased product and transaction fees, growth in securitisation balances, which were partially offset by a reduction on profit arising from the sale of land and buildings to \$3 million (31 March 2004: \$15.3 million).
- Operating expenses decreased by \$15 million or 4.2% with the expense to income ratio falling to 48.4% from 52.8% in the March 2004 half. This decrease was mainly attributable to lower levels of deferred expenditure amortisation, efficiencies arising from the retail distribution organisational restructure and prudent cost management.

### **Institutional and Business Banking**

IBB's contribution to profit before tax was \$205 million for the half (31 March 2004: \$185 million) an increase of 10.8%.

- Net interest income increased by 15.4% to \$210 million reflecting increased net interest income from trading securities.
- Non-interest income rose by \$6 million or 5.1% compared to the March 2004 half, reflecting higher non-interest income attributable to bank bill fee income, offset by lower non-interest income derived from trading activities.
- Operating expenses increased by \$14 million to \$114 million reflecting the growth in this business and increased investment in the number of business relationship managers in accordance with the Bank's Best Business Bank strategic project. The expense to income ratio was 34.1% compared to 33.3% in the March 2004 half.
- Bad and doubtful debts remained low despite the \$2 million increase compared to the March 2004 half.
- IBB's middle market receivables (including bill acceptances and bills held in trading securities) were \$11.6 billion at 31 March 2005, an increase of 20.8% from \$9.6 billion as at 31 March 2004.

#### BankSA

BSA's contribution to profit before tax was \$91 million for the half (31 March 2004: \$82 million), an increase of 11.0% (underlying increase of 16.1% after adjusting for \$3.6 million of branch property sales in March 2004), reflecting:

- Growth in net interest income of \$7 million or 5.7% to \$129 million, due to the 10.1% increase in BSA's total assets to \$9.1 billion (31 March 2004: \$8.3 billion), offset by a decrease in the interest margin due to competitive pressure on retail funding and a higher reliance on wholesale funds.
- Non-interest income increased by \$3 million to \$44 million compared to the March 2004 half. Underlying increase was \$6.6 million or 17.6% after allowing for \$3.6 million of profit on sale of properties in March 2004.
- Operating expenses remained stable at \$77 million compared to the March 2004 half. The expense to income ratio fell to 44.5% for the period from 47.2% in the March 2004 half.

### Wealth Management

WM's contribution to profit before tax increased to \$74 million for the half compared to \$55 million in the March 2004 half, an increase of 34.5%.

The result reflects the following:

- Net interest income rose by \$2 million to \$30 million compared to the March 2004 half reflecting an 18.4% growth in interest earning assets since 31 March 2004 to \$3.3 billion (31 March 2004; \$2.8 billion).
- Non-interest income increased by \$22 million to \$128 million compared to the March 2004 half, reflecting strong growth in managed funds (up 23.4% since 31 March 2004) and a \$8.7 million gain (before goodwill write-off) on the sale of the Assirt businesses.
- Operating expenses increased by \$5 million or 6.4% to \$83 million (31 March 2004: \$78 million). The cost to income ratio improved to 52.5% in the March 2005 half, down from 58.2% in the March 2004 half.

	1					
		Institutional &				
		Business		Wealth	1	
	Retail Bank	Banking	BankSA	Management	Other	Consolidated
For the half-year ended 31 March 2005	\$'M	S'M	S'M	S'M	\$'M	S'M
Segment revenue						
		l i				
Net interest income	482	210	129	30	-	851
Non-interest income	221	124	44	128	-	517
Individually significant items					16	16_
Total segment revenue	703	334	173	158	16	1,384
Segment expense						
Bad and doubtful debts	34	18	5	1	-	58
Operating expenses					1	
- Other provisions	9	12	3	6	-	30
- Depreciation	24	3	5	1	-	33
- Deferred expenditure amortisation	15	2	2	- 1	_	19
- Other expenses	292	97	67	76	_	532
Total operating expenses	340	114	77	83	-	614
Goodwill amortisation and write-off	-	-	-	-	55	55
Total segment expenses	374	132	82	84	55	727
Share of profit of investment in associates	_	(3)	-	-	-	(3)
Profit/(loss) before income tax expense	329	205	91	74	(39)	660
Expense to income ratio	48.4%	34.1%	44.5%	52.5%		
Income tax expense						216
Profit after income tax						444
Outside equity interest (OEI)						(3)

&			
	Wealth		ŀ
BankSA	Management	Other	Consolidated
S'M	S'M	s·M	S'M
1	Į.	1	
-   -	-	3	3
0 9,099	3,550	2,210	74,337
9.099	3,550	2,213	74.340
4 6.347	886	667	69,144
1			
5 567	16	-	11,669
- 394	25,429	-	27,812
·	394	394 25,429	394 25,429 -

- (1) Excludes bad and doubtful debts expense and goodwill amortisation.
- (2) St. George's managed funds activities are principally through SEALCORP, Advance Asset Management and St. George Wealth Management. The Group's managed funds comprise funds under management, funds under administration and funds under advice.

For the half-year ended 30 September 2004	Retail Bank \$'M	Institutional & Business Banking S'M	BankSA \$'M	Wealth Management \$'M	Other \$'M	Consolidated
Segment revenue		***	<u> </u>	<u> </u>	<u></u>	
Net interest income	469	197	124	28	- [	818
Non-interest income	207	117	41	118		483
Individually significant items		<u> </u>			17	17
Total segment revenue	676	314	165	146	17	1,318
Segment expense					ļ	
Bad and doubtful debts	35	17	7	1	-	60
Operating expenses						
- Other provisions	22	10	4	3	-	39
- Depreciation	27	3	5	-	-	35
- Deferred expenditure amortisation	22	2	3	- 1	-	27
- Other expenses	292	85	63	71	-	511
Total operating expenses	363	100	75	74	•	612
Individually significant items	-		-	.]	17	17
Goodwill amortisation	•	- ]	-	-	51	51
Total segment expenses	398	117	82	75	68	740
Share of profit of investment in associates		(1)	-	-	-	(1)
Profit/(loss) before income tax expense	278	198	83	71	(51)	579
Expense to income ratio (1)	53.7%	31.8%	45.5%	50.7%		
Income tax expense						192
Profit after income tax						387
Outside equity interest (OEI)						(3)
Profit after income tax and OEI					ŀ	390

As at 30 September 2004	Retail Bank S'M	Institutional & Business Banking \$'M	BankSA \$*M	Wealth Management SM	Other \$'M	Consolidated \$'M
Assets		]				
- investments in associates	-	-	-	-	2	2
- other assets	33,796	22,061	8,644	3,157	2,300	69,958
Segment Assets	33,796	22,061	8,644	3,157	2,302	69,960
Segment Liabilities	24,001	33,433	5,974	797	726	64,931
Other Segment Disclosure						
- Securitised loans	10,172	-	377	-	-	10,549
- Managed funds (3)	1,761	-	388	22,676	- 1	24,825

	T	Г		1		*****
	Retail Bank	Institutional & Business Banking	BankSA	Wealth Management	Other	Consolidated
For the half-year ended 31 March 2004	\$'M	S'M	\$'M	\$'M	S.W	S'M_
Segment revenue						
Net interest income	462	182	122	28	-	794
Non-interest income	210	118	41	106	<u>-</u>	475
Total segment revenue	672	300	163	134	•	1,269
Segment expense						
Bad and doubtful debts	31	16	4	1	-	52
Operating expenses						
- Other provisions	12	11	3	7	-	33
- Depreciation	26	3	4	1	-	34
- Deferred expenditure amortisation	27	3	4	1	-	35
- Other expenses	290	83	66	69	-	508
Total operating expenses	355	100	77	78	-	610
Goodwill amortisation	-	-	-	-	52	52
Total segment expenses	386	116	81	79	52_	714
Share of profit of investment in associates	-	(1)	-		-	(1)
Profit/(loss) before income tax expense	286	185	82	55	(52)	556
Expense to income ratio	52.8%	33.3%	47.2%	58.2%		
Income tax expense						180
Profit after income tax						376
Outside equity interest (OEI)						(1)
Profit after income tax and OEI						377

As at 31 March 2004	Retail Bank S'M	Institutional & Business Banking S'M	Bank\$A \$'M	Wealth Management S'M	Other S'M	Consolidated \$'M
Assets		]				
- investments in associates	-	- 1	-	-	9	9
- other assets	32,075	20,512	8,264	3,030	2,436	66,317
Segment Assets	32,075	20,512	8,264	3,030	2,445	66,326
Segment Liabilities	23,110	31,665	5,575	698	745	61,793
Other Segment Disclosure						
- Securitised loans	8,345	-1	-	-	-	8,345
- Managed funds <sup>(3)</sup>	1,613	-	387	20,604	-	22,604

# (b) Geographical Segments

The Group operates predominantly in Australia.

# 3.2 Group Position Summary

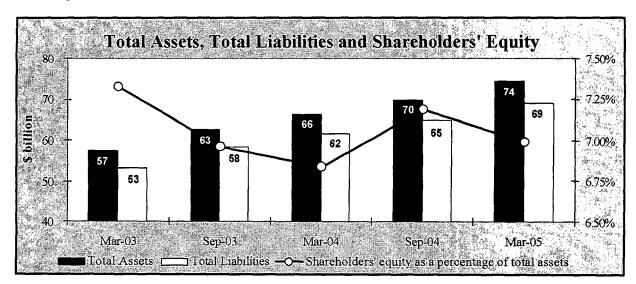
As at	March	Sept	March
	2005	2004	2004
	<b>\$M</b>	\$M	\$M
Assets			
Cash and liquid assets <sup>(1)</sup>	1,191	1,180	1,324
Due from other financial institutions	279	371	348
Trading securities	6,365	5,200	5,426
Investment securities	522	415	35
Loans and other receivables	57 <b>,45</b> 0	54,782	52,338
Bank acceptances of customers	5,419	5,132	3,692
Property, plant and equipment	456	472	466
Goodwill	1,110	1,165	1,215
Other assets	1,548	1,243	1,482
Total Assets	74,340	69,960	66,326
Liabilities			
Retail funding and other borrowings	60,948	57,471	55,220
Due to other financial institutions	992	758	1,007
Bank acceptances	5,419	5,132	3,692
Bills payable	139	161	178
Other liabilities	1,646	1,409	1,696
Total Liabilities	69,144	64,931	61,793
Net Assets	5,196	5,029	4,533
Shareholders' Equity			
Share capital	4,040	3,964	3,531
Reserves	86	87	105
Retained profits	716	619	541
Outside equity interests	354	359	356
Total Shareholders' Equity	5,196	5,029	4,533
Shareholders' equity as a percentage of total assets	6.99%	7.19%	6.83%
Net tangible assets per ordinary share issued	\$5 <i>.9</i> 8	\$5.58	\$5.24
Number of ordinary shares issued (000's)	517,898	513,788	509,773

<sup>(1)</sup> The Bank defines liquids to also include amounts due from other financial institutions, trading securities and investment securities.

# 3.2.1 Total Assets

Total assets were \$74.3 billion at 31 March 2005 (31 March 2004: \$66.3 billion), an increase of 12.1%. The following items impacted total assets:

- lending assets (including bank acceptances and excluding securitised loans) grew by 12.2% to \$62.9 billion compared to \$56.0 billion at 31 March 2004; and
- the securitisation of \$2.5 billion of residential lending receivables through the Crusade Program during the half (31 March 2004: \$2.0 billion).



### 3.2.2 Lending Assets

Lending assets (on and off-balance sheet) increased to \$74.5 billion (31 March 2004: \$64.4 billion) an increase of 15.8%. Annualised growth since 30 September 2004 was 11.6%.

Residential loans (including securitisation) increased by 15.1 % to \$52.8 billion from \$45.9 billion at 31 March 2004 reflecting a slowing in the rate of growth in the housing market in response to rises in official interest rates. Annualised growth for St.George since 30 September 2004 was 12.1%. Within residential loans, higher margin home equity loans grew strongly, increasing by 18.7% to \$17.2 billion.

Consumer loans increased by 16.0% to \$4.5 billion (31 March 2004: \$3.9 billion), reflecting solid growth across all product lines. Annualised growth since 30 September 2004 was 21.2%.

Commercial loans (including bill acceptances and bill financing classified as trading securities) grew by 19.5% to \$18.8 billion from \$15.8 billion at 31 March 2004, reflecting favourable economic conditions, strong business confidence and the success of the Bank's Middle Market customer service relationship model. Annualised growth in commercial loans since 30 September 2004 was 17.3%.

As at	March	Sept	March
	2005	2004	2004
	\$M	\$M	\$M
RESIDENTIAL			
Housing (1)	23,998	23,290	23,109
Home equity loans	17,176	15,983	14,474
TOTAL RESIDENTIAL	41,174	39,273	37,583
CONSUMER			
Personal loans	2,245	2,096	1,982
Line of credit	1,064	989	947
Margin lending (2)	1,192	985	952
TOTAL CONSUMER	4,501	4,070	3,881
COMMERCIAL			
Commercial loans	9,516	9,237	8,757
Hire purchase	1,891	1,820	1,732
Leasing	398	390	368
TOTAL COMMERCIAL	11,805	11,447	10,857
FOREIGN EXCHANGE CASH ADVANCES	29	28	37
STRUCTURED INVESTMENTS	161	173	172
GROSS RECEIVABLES	57,670	54,991	52,530
GENERAL PROVISION	220	209	192
NET RECEIVABLES	57,450	54,782	52,338
SECURITISED LOANS (balance not included above)	11,669	10,549	8,345
BANK BILL ACCEPTANCES <sup>(3)</sup> (balance not included above)	5,419	5,132	3,692
ON AND OFF BALANCE SHEET RECEIVABLES	74,538	70,463	64,375

<sup>(1)</sup> March 2005 - net of \$11,669 million of securitised loans (September 2004: \$10,549 million; March 2004: \$8,345 million).

<sup>(2)</sup> Excludes \$233 million of margin lending included in bank bill acceptances (September 2004: \$189 million; March 2004: \$139 million).

<sup>(3)</sup> Excludes bill financing held in trading securities of \$1,623 million (September 2004: \$771 million; March 2004: \$1,229 million).

# 3.2.3 Impaired Assets

Total impaired assets (net of specific provisions) increased to \$44 million at 31 March 2005 (31 March 2004: \$30 million). The increase in non-accrual loans reflects provisions raised on two larger commercial loans, which are expected to be resolved and cleared in the second half of 2005.

As at	March	Sept	March
	2005	2004	2004
	\$M	\$M	\$M
Section 1 - Non-Accrual Loans			01
With provisions:			
Gross Loan Balances	74	53	50
Specific Provisions	43	37	33
Net Loan Balances	31	16	17
Without provisions:			
Gross Loan Balances	6	5	6
Total Non-accrual Loans:			
Gross Loan Balances	80	58	56
Specific Provisions	43	37	33
Net Loan Balances	37	21	23
Section 2 - Restructured Loans (1)			
With provisions:			
Gross Loan Balances	=	-	
Specific Provisions			
Net Loan Balances	<u> </u>		
Without provisions:			
Gross Loan Balances	-	-	-
Total Restructured Loans:			
Gross Loan Balances	•	-	
Specific Provisions			
Net Loan Balances			
Section 3 - Assets acquired through security enforcement			
Other Real Estate Owned	7	7	7
TOTAL IMPAIRED ASSETS (2)	44	28	30
Section 4 - Past Due Loans (3)			
Residential loans	96	65	69
Other	103	83	92
Total	199	148	161

<sup>(1)</sup> Loans where the original contractual terms have been amended to provide concessions of interest or principal as a result of customers' financial or other difficulties in complying with the original facility terms.

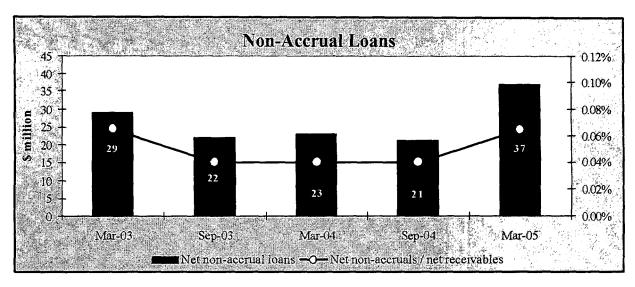
<sup>(2)</sup> These balances consist primarily of commercial loans. Unsecured lines of credit, consumer loans, credit cards and other loans with balances

less than \$100,000 are treated on a portfolio basis, except where a loan has been individually identified and a provision has been raised.

(3) Past due items relates to the Group's entire lending portfolio, but do not include those items already classified as being impaired. This category

<sup>(3)</sup> Past due items relates to the Group's entire lending portfolio, but do not include those items already classified as being impaired. This category primarily includes loans which are in arrears for 90 or more consecutive days but which are less than \$100,000.

# 3.2.3 Impaired Assets (continued)



Past due items were \$199 million compared to \$161 million at 31 March 2004.

As at	March 2005	Sept 2004	March 2004
Specific provision coverage for non-accruals	53.75%	63.79%	58.93%
Gross non-accruals / Net receivables	0.14%	0.11%	0.11%
Net non-accruals / Net receivables	0.06%	0.04%	0.04%

# 3.2.4 Provisioning

Half-Year Ended	March	Sept	March
	2005	2004	2004
	\$M	\$M	\$M
GENERAL PROVISION			
Balance at beginning of period	209	192	176
Net provision raised during the period	11	17	16
Balance at end of period	220	209	192
SPECIFIC PROVISION			
Balance at beginning of period	73	72	65
Net provision raised during the period	47	43	36
Bad debt write offs	(37)	(42)	(29)
Balance at end of period	83	73	72
TOTAL PROVISION	303	282	264

The Bank's general provision for doubtful debts when combined with the tax effected balance of unearned income on mortgage insurance premiums of \$14 million represents 0.52% of risk-weighted assets. The general provision for doubtful debts is not tax effected as it is not a dynamic provision determined by reference to statistical techniques.

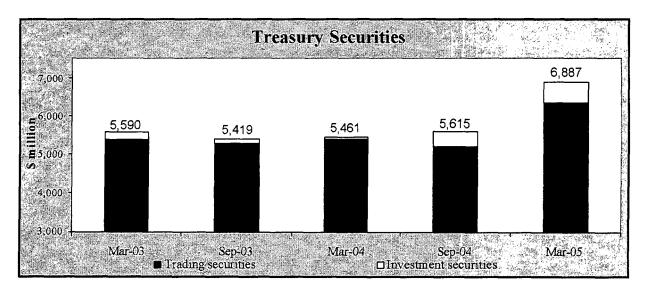
## 3.2.5 Treasury Securities

The Group's dealing in Treasury Securities comprises holdings of 'Trading' and 'Investment' securities. As at 31 March 2005, total Treasury Securities were \$6,887 million (31 March 2004: \$5,461 million).

Trading securities are those securities intended for regular trade (ie: there is no specific intention to hold the securities to maturity). Trading securities are valued on a mark-to-market basis with unrealised gains and losses recorded in the statement of financial performance.

Investment securities are purchased by the Group with the intention of being held to maturity. They are not identified for regular trade and as such are carried at lower of cost or recoverable amount and reviewed at each reporting date to determine whether they are in excess of their recoverable amount. The book value of investment securities at 31 March 2005 was \$522 million and the market value was \$523 million.

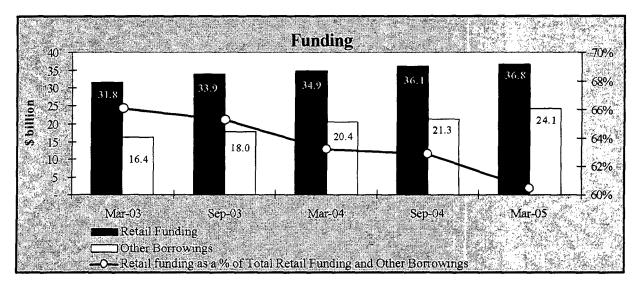
The following graph outlines the changes in the composition of the Group's holdings of Treasury Securities.



### 3.2.6 Retail Funding and Other Borrowings

Total retail funding and other borrowings have increased to \$60.9 billion at 31 March 2005, an increase of 10.4% since 31 March 2004.

As at	March	Sept	March
	2005	2004	2004
	\$M	\$M	\$M
Retail funding	36,805	36,123	34,870
Other deposits	8,958	8,077	8,875
Offshore borrowings	10,602	9,769	7,654
Domestic borrowings	2,620	1,883	2,262
Subordinated debt	1,963	1,619	1,559
Total	60,948	57,471	55,220
Retail funding as a % of Total Retail Funding and Other Borrowings	60.4%	62.9%	63.1%



Retail funding has grown by 5.5% to \$36.8 billion since 31 March 2004 and accounts for 60.4% of total funding and other borrowings (31 March 2004: 63.1%). The annualised growth rate for retail deposits since 30 September 2004 has fallen to 3.8% in response to strong equity markets, which are delivering higher returns and intense competition on price from competitors seeking to lift their market share. The Bank has a strategy of striving to balance volume growth with margin management so as to ensure profitable growth in the portfolio as a whole.

The balance of directsaver accounts at 31 March 2005 was \$5.5 billion up from \$5.2 billion at 31 March 2004. The combined balance of Portfolio CMA and the new Power Saver account at 31 March 2005 was \$6.7 billion up from \$6.5 billion at 31 March 2004.

Transaction account balances increased to \$12.4 billion from \$11.5 billion at 31 March 2004.

# 3.2.6 Retail Funding and Other Borrowings (continued)

The table below illustrates the diversification of the Bank's retail funding base.

	Sept	March
2005	2004	2004
\$M	\$M	\$M
12,415	12,421	11,538
615	624	678
11,580	11,067	11,003
5,518	5,304	5,184
6,677	6,707	6,467
36,805	36,123	34,870
	\$M 12,415 615 11,580 5,518 6,677	\$M \$M  12,415 12,421 615 624  11,580 11,067 5,518 5,304 6,677 6,707

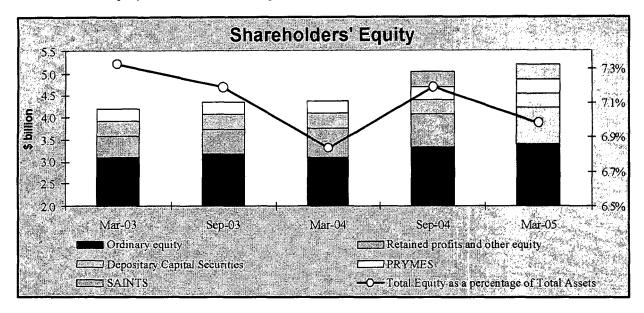
### Other borrowings

Other borrowings increased to \$24.1 billion from \$20.4 billion at 31 March 2004. The Group's senior and subordinated debt raisings are based on a long-term strategy of prudent diversification of wholesale funding sources. The currency risk of offshore borrowings is fully hedged. Wholesale funding transactions undertaken during the half-year were as follows:

- A\$300 million floating rate transferable deposits due 15 September 2009;
- US\$500 million floating rate notes due 16 February 2010; and
- EURO 250 million of floating rate subordinated notes due 11 March 2015.

# 3.2.7 Shareholders' Equity

Shareholders' equity of \$5,196 million represents 6.99% of total assets as at 31 March 2005.



Shareholders' equity comprises ordinary equity of \$3,389 million, subordinated adjustable income non-refundable tier 1 securities of \$345 million, preferred resetting yield marketable equity securities of \$291 million, depositary capital securities of \$334 million and retained profits and other equity of \$837 million.

Below is a table detailing the movements in ordinary equity during the half-year.

	<u>\$M</u>	Number of Shares
Balance as at 1 October 2004	3,313	513,788,050
Shares issued under various plans:		
Dividend Reinvestment Plan - 2004 final ordinary dividend	70	2,893,267
Employee Reward Share Plan	-	288,763
Employee Performance Share Plan	-	589,319
Executive Option Plan	6	338,270
Balance as at 31 March 2005	3,389	517,897,669

### 3.2.8 Sell Back Rights

On 15 April 2004, the Bank issued a press release in relation to the Federal Court's decision in the test case on whether shareholders who were entitled to Sell Back Rights should be taxed on the value of those rights when they were granted. The Federal Court held that the affected shareholders should not be taxed on the value of the Sell Back Rights. On 5 May 2004, the Commissioner of Taxation lodged an appeal to the Full Federal Court against the decision of the Federal Court in this case. The Full Federal Court hearing on this matter occurred on 12 November 2004, the Bank is awaiting a decision from the Court.

# 3.3 Other Financial Analysis

### 3.3.1 Dividends

### **Ordinary Shares**

The Board has declared an interim dividend of 67 cents per ordinary share up from 60 cents in March 2004.

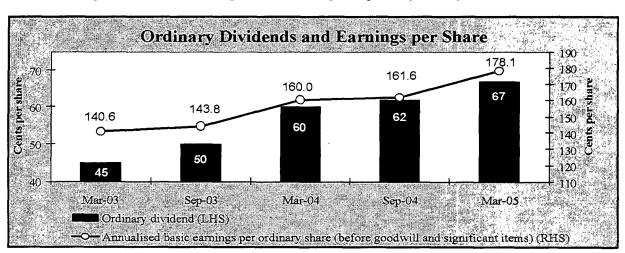
100% of the dividend will be franked at 30% and will be paid on 4 July 2005. Ordinary shares will trade ex-dividend on 14 June 2005.

Registrable transfers received by St. George at its share registry<sup>1</sup> by 5.00 pm Sydney time on 20 June 2005 if paper based, or by end of the day on that date if transmitted electronically via CHESS, will be registered before entitlements to the dividend are determined.

### Dividend Reinvestment Plan (DRP)

The DRP will operate for the interim ordinary dividend with no discount. Participation will be from a minimum of 100 ordinary shares without a cap on participation by individual shareholders. For applications under the DRP to be effective, they must be received at the Bank's Share Registry<sup>1</sup> by 5:00pm on 20 June 2005. DRP application forms are available from the Share Registry.

The DRP will be priced during the 10 days of trading commencing 22 June 2005. A combined DRP advice/holding statement will be despatched to DRP participants by 18 July 2005.



#### **Preference Shares**

The following table outlines the dividend entitlements relating to each class of Preference Share.

Period	Payment date	Amount (\$'m)	Franked
DCS			
1 October 2004 - 31 December 2004	31 December 2004	6	No
1 January 2005 - 31 March 2005 (A)	30 June 2005	7	No
PRYMES			
1 October 2004 - 20 February 2005	21 February 2005	8	100% franked at 30%
21 February 2005 - 31 March 2005	22 August 2005	2	100% franked at 30%
SAINTS			
1 October 2004 - 22 November 2004	22 November 2004	2	100% franked at 30%
23 November 2004 - 20 February 2005	21 February 2005	4	100% franked at 30%
21 February 2005 - 31 March 2005	20 May 2005	2	100% franked at 30%

(A) This dividend entitlement has been calculated based on the AUD/USD exchange rate at 31 March 2005.

<sup>&</sup>lt;sup>1</sup> Computershare Investor Services Pty Ltd, Level 3, 60 Carrington Street, Sydney. Tel: 1800 804 457

# 3.3.2 Capital Adequacy

The Group has a Tier 1 ratio of 7.4% and a total capital ratio of 11.6% (31 March 2004: 10.9%).

As at	March	Sept	March
	2005	2004	2004
	\$ M	\$M	\$M
Qualifying Capital			
Tier 1			
Share capital	4,040	3,921	3,531
Perpetual notes	29	29	24
Reserves	350	376	386
Retained profits	716	619	541
Less: Expected dividend	(260)	(239)	(229)
Capitalised expenses (1)	(175)	(180)	- 1
Goodwill and other APRA deductions (2)	(1,379)	(1,416)	(1,428)
Total Tier 1 Capital	3,321	3,110	2,825
Tier 2			
Asset revaluations	51	55	46
SAINTS	-	43	-
Subordinated debt	1,647	1,355	1,336
General provision for doubtful debts (not tax effected)	220	209	192
Total Tier 2 Capital	1,918	1,662	1,574
Deductions from Capital			
Investments in non-consolidated entities net of goodwill and Tier 1 deductions (3)	27	27	27
Other	11	1	1
Total Deductions from Capital	28	28	28
Total Qualifying Capital	5,211	4,744	4,371
Risk Weighted Assets	45,041	42,581	39,856
Risk Weighted Capital Adequacy Ratio			
Tier 1	7.4%	7.3%	7.1%
Tier 2	4.3%	3.9%	3.9%
Deductions	-0.1%	-0.1%	-0.1%
Total Capital Ratio	11.6%	11.1%	10.9%

<sup>(1)</sup> From 1 July 2004, APRA requires that banks deduct certain capitalised expenses such as home loan broker commissions and capitalised borrowing costs from Tier 1 capital.

# The Adjusted Common Equity Ratio was 5.1% (31 March 2004: 5.4%).

As at	March	Sept	March
	2005	2004	2004
	\$M	\$M	\$M
Adjusted Common Equity Ratio			
Tier 1 Capital	3,321	3,110	2,825
Less: SAINTS	345	302	-
PRYMES	291	291	291
Depositary capital securities	323	348	328
Perpetual notes	29	29	24
Investment in non-consolidated entities net of goodwill and Tier 1 deductions	27	27	27
Adjusted Common Equity	2,306	2,113	2,155
Risk Weighted Assets	45,041	42,581	39,856
Adjusted Common Equity Ratio	5.1%	5.0%	5.4%

<sup>(2)</sup> Investments (pre-acquisition retained earnings) in funds management and administration companies and the investment in mortgage insurance company (St.George Insurance Pte. Ltd.) are deducted from Tier 1 Capital.

<sup>(3)</sup> Holdings of other banks' capital instruments and investments (excluding pre-acquisition retained earnings) in funds management and administration companies and life insurance companies are deducted from the total of Tier 1 and Tier 2 capital.

#### 3.3.3 Average Balances and Related Interest

Average Balances and Related Interest	Average		Average
For the Half-Year Ended 31 March 2005	Balance	Interest	Rate (1)
	\$M	\$M	%
VTEREST EARNING ASSETS:			
ash and liquid assets	768	16	4.17%
tue from other financial institutions	375	8	4.27%
vestment / trading securities	7,121	187	5.25%
pans and other receivables	57,266	2,052	7.17%
tal interest earning assets	65,530	2,263	6.91%
N-INTEREST EARNING ASSETS:			
ls receivable	13		
operty, plant and equipment	461		
ther assets	7,860		
ovision for doubtful debts	(290)		
tal non-interest earning assets	8,044		
TAL ASSETS	73,574		
TEREST BEARING LIABILITIES:			
etail funding	36,354	712	3.92%
her deposits	9,453	277	5.86%
e to other financial institutions	956	19	3.97%
mestic borrowings	2,585	80	6.19%
shore borrowings (2)	12,307	324	5.27%
al interest bearing liabilities	61,655	1,412	4.58%
N-INTEREST BEARING LIABILITIES:			
lls payable	196		
her non-interest bearing liabilities	6,664		
al non-interest bearing liabilities	6,860_		
OTAL LIABILITIES	68,515		
HAREHOLDERS' EQUITY (3)	5,059		
OTAL LIABILITIES & SHAREHOLDERS' EQUITY	73,574		
terest Spread (4)			2.33%
nterest Margin (5)			2.60%
Annualised. includes foreign exchange swap costs.			

<sup>(2)</sup> Includes foreign exchange swap costs.
(3) Basic weighted average number of ordinary shares outstanding for the half-year were 516.4 million.

<sup>(4)</sup> Interest spread represents the difference between the average interest rate earned on assets and the average interest rate paid on funds.

<sup>(5)</sup> Interest margin represents net interest income as a percentage of average interest earning assets

# Average Balances and Related Interest (continued)

	Average		Average
the Half-Year Ended 30 September 2004	Balance	Interest	Rate (1)
REST EARNING ASSETS:	\$M	\$M	%
and liquid assets	848	18	4.25%
from other financial institutions	256	6	4.69%
stment / trading securities	6,305	170	5.39%
ns and other receivables	54,603	1,956	7.16%
interest earning assets	62,012	2,150	6.93%
INTEREST EARNING ASSETS:			
receivable	37		
perty, plant and equipment	472		
er assets	6,756		
vision for doubtful debts	(272)		
non-interest earning assets	6,993		
AL ASSETS	69,005		
REST BEARING LIABILITIES:			
il funding	35,197	684	3.89%
r deposits	9,776	281	5.75%
to other financial institutions	753	14	3.72%
estic borrowings	2,792	86	6.16%
ore borrowings (2)	10,401	267	5.13%
nterest bearing liabilities	58,919	1,332	4.52%
INTEREST BEARING LIABILITIES:			
payable	178		
non-interest bearing liabilities	5,264		
non-interest bearing liabilities	5,442		
AL LIABILITIES	64,361		
AREHOLDERS EQUITY (3)	4,644		
	69,005		
TAL LIABILITIES & SHAREHOLDERS' EQUITY			

<sup>(4)</sup> Interest spread represents the difference between the average interest rate earned on assets and the average interest rate paid (5) Interest margin represents net interest income as a percentage of average interest earning assets.

# 3.3.3 Average Balances and Related Interest (continued)

8alance \$M 656 321 5,760 51,273 58,010 36 484 6,772 (252) 7,040 65,050	15 6 149 1,796 1,966	Rate (1 % 4.57% 3.74% 5.17% 7.01% 6.78%
656 321 5,760 51,273 58,010 36 484 6,772 (252) 7,040 65,050	15 6 149 1,796 1,966	4.57% 3.74% 5.17% 7.01%
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5,760 51,273 58,010 36 484 6,772 (252) 7,040 65,050	149 1,796 1,966	5.17% 7.01%
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•	co=	
0.557	607	3.53%
9 <b>,5</b> 57	270	5.65%
527	9	3.42%
2,764	82	5.93%
7,948	204	5.13%
55,224	1,172	4.24%
1 <b>7</b> 7		
5,242		
5,419		
60,643		
4,407		
65,050		
		2.54% 2.74%
	5,242 5,419 60,643 4,407	5,242 5,419 60,643 4,407

(4) Interest spread represents the difference between the average interest rate earned on assets and the average interest rate paid on funds.

(5) Interest margin represents net interest income as a percentage of average interest earning assets.

# 3.3.4 Volume and Rate Analysis

The table below allocates changes in interest income and interest expense between changes in volume and rate for the half-years ended 31 March 2005 and 30 September 2004. Volume and rate variances have been calculated on the movement in average balances and the change in the interest rates on average interest earning assets and average interest bearing liabilities.

		March 2005 over September 2004Change Due To			04 over March 20	
	Volume	Rate	Total	Volume	Rate	Tota
	\$M	SM	\$M	\$M	\$M	\$M
INTEREST EARNING ASSETS :						
Cash and liquid assets	(2)	-	(2)	4	(1)	3
Due from other financial institutions	3	(1)	2	(2)	2	-
Investment / trading securities	21	(4)	17	15	6	21
Loans and other receivables	95	1	96	119	41	160
CHANGE IN INTEREST INCOME	117	(4)	113	136	48	184
INTEREST BEARING LIABILITIES:						
Retail funding	23	5	28	15	62	77
Other deposits	(9)	5	(4)	6	5	11
Due to other financial institutions	4	1	5	4	1	5
Domestic borrowings	(6)	-	(6)	ı	3	4
Offshore borrowings	50	7	57	63	•	63
CHANGE IN INTEREST EXPENSE	62	18	80	89	71	160
CHANGE IN NET INTEREST INCOME	55	(22)	33	47	(23)	24

### 3.3.5 Derivatives

The major categories of risk managed by the Group are credit risk, market risk, liquidity risk and operational risk. The Group uses derivatives as a cost effective way of managing market risk. Derivatives incur extremely low transaction costs in comparison to the face value of the contract. Prudent management of market risk involves the use of derivatives to transfer all or part of the risk to counterparties who are willing to accept it. Derivatives therefore provide protection to income streams from volatile interest and foreign exchange rates in the financial markets.

The following table provides an overview of the Group's exchange rate and interest rate derivatives. It includes all trading and non-trading contracts.

As at	31 March	h 2005	30 Septemb	er 2004	31 March 2004		
	Notional	Credit	Notional	Credit	Notional	Credit	
	Amount	Equivalent*	Amount	Equivalent*	Amount	Equivalent*	
	\$M	\$M	<b>\$</b> M	\$M	\$M	\$M	
Foreign Exchange							
Spot, Forwards	12,246	221	9,839	168	13,826	329	
Swaps	11,231	629	9,961	620	7,635	439	
Options	2,545	18	3,109	18	4,274	32	
Total	26,022	868	22,909	806	25,735	800	
Interest Rate							
Futures	25,036	-	14,591	•	7,831	-	
Forward Rate Agreements	39,470	5	31,585	3	37,535	4	
Swaps	80,794	160	72,399	195	77,105	138	
Options	381	2	362	2	173	-	
Total	145,681	167	118,937	200	122,644	142	
Grand Total	171,703	1,035	141,846	1,006	148,379	942	

<sup>\*</sup> Credit Equivalent - represents a measure of the potential loss to the Group as a result of non-performance by counterparties.

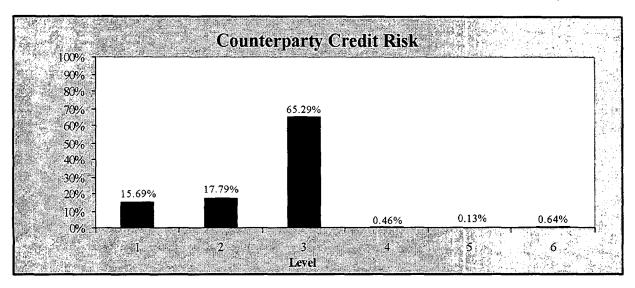
The Group's major use of derivatives is as a hedge for balance sheet assets, the primary exposure to derivative transactions is with counterparties that are rated investment grade quality.

The St.George risk rating system has six levels of classification based upon Standard and Poor's International Rating system. The levels are:

<u>Level</u>	International Rating
1	AAA
2	AA or better
3	A or better
4	BBB or better
5	BBB-
6	BB+

# 3.3.5 Derivatives (continued)

The graph below shows the percentage counterparty risk exposure on derivatives on a notional contract basis totalling \$171.7 billion as at 31 March 2005 (31 March 2004: \$148.4 billion).



### Market Risk from Trading Activities

Market risk is the potential for losses arising from the adverse movements in the level of market factors such as foreign exchange rates, interest rates or exchange rate volatilities.

Trading activities give rise to market risk. This risk is controlled by an overall risk management framework that incorporates a number of market risk measurements including value at risk (VaR). VaR is a statistical estimate of the potential loss that could be incurred if the Bank's trading positions were maintained for a defined period of time. A confidence level of 99% is used at St.George; this implies that for every 100 days, the loss will not exceed the VaR limit on 99 of those days. VaR is not an estimate of the maximum loss the trading activities could incur from an extreme market event.

VaR measurements are supplemented by a series of stress tests that are used to capture the possibility of extreme events or market shocks. Additionally the market risk framework includes enforcing stoploss limits on all portfolios, basis point sensitivity limits, specific options limits and control of large or unusual trading activity.

St. George uses Monte Carlo simulation to calculate VaR. This model takes into account all relevant market variables. It is approved by APRA for regulatory purposes and is operated within the overall framework outlined in the APRA Prudential Standards.

## 3.3.5 Derivatives (continued)

The following table provides a summary of VaR by total risk taken and by trading unit for the half years ended 31 March 2005, 30 September 2004 and 31 March 2004.

Six months ended	31 March 2005		30 Septe	ember 2004	31 March 2004	
\$'000	High	Average	High	Average	High	Average
Foreign Exchange VaR	641	226	778	341	1,853	887
Domestic VaR	1,105	395	1,329	502	1,110	464
Total Room Risk	1,044	465	1,525	679	1,253	622

Note: the table above incorporates all options risk. VaR is calculated at a 99% confidence interval for a 1 day-holding period.

Actual and hypothetical profit and loss outcomes are monitored against VaR on a daily basis as part of the model validation process. Hypothetical profit and loss involves holding a portfolio constant thereby excluding any intraday trading activity.

### 3.3.6 Share and Option Plans

Three employee share plans and one executive option plan were approved by shareholders at the Annual General Meeting of the Bank held on 3 February 1998. A Non-Executive Director's Share Purchase Plan was approved by shareholders at the Annual General Meeting held on 17 December 1999.

### **Employee Reward Share Plan**

The Employee Reward Share Plan provides eligible employees with up to \$1,000 value in ordinary shares per annum at no cost. Allocations under the Plan are subject to the achievement of predetermined performance targets as set by the Board and communicated to staff.

Details of issues under this plan are as follows:

Allocation Date	Number of Shares Allocated	Issue Price	Participating Employees	Shares per Employee
19-Nov-2004	288,763	\$24.25	7,043	41

### **Employee Share Purchase Plan**

All permanent salary packaged employees with continuous service of at least one year as at any relevant share acquisition date, are eligible to participate in the Employee Share Purchase Plan.

Details of shares acquired under this plan are as follows:

Allocation Date	Number of Shares Acquired	Average Purchase Price	Participating Employees
26-Nov-2004	48,397	\$24.35	95
17-Dec-2004	106,624	\$24.42	129
7-Jan-2005	132	\$24.42	1

Shares are acquired on market. In consideration for the shares allocated, employees forego remuneration equivalent to the market value of the shares on the date of issue, less brokerage and at a discount equivalent to that available under the Bank's Dividend Reinvestment Plan, when operational.

# 3.3.6 Share and Option Plans (continued)

### **Employee Performance Share Plan (Performance Share Plan)**

In accordance with the Rules of the Performance Share Plan and as approved by shareholders, share allocations can occur by allotment or by purchase on market. The Board will assess the most appropriate basis of allocation at the time each award is exercised.

The market price of the Bank's shares at 31 March 2005 was \$24.50 (31 March 2004: \$21.14). The outstanding awards have a market value of \$13.9 million as at 31 March 2005.

Details of awards, comprising rights over unissued ordinary shares, granted under the Performance Share Plan are as follows:

			Movements	during the perio	od T		
Date Awards Granted	Vesting Date	Awards Outstanding 1 Oct 2004	Number of Awards Granted	Number of Awards Forfeited	Number of Shares Allotted	Awards Outstanding 31 Mar 2005	Senior Executives in Plan
01-Oct-01	15-Nov-04	175,201			175,201	-	
01-Oct-01	15-Nov-04	176,276			172,375	3,901	1
12-Dec-01	12-Dec-04	25,000			25,000	-	[
02-Jan-02 02-Jan-02	15-Nov-04 15-Nov-04	2,278 2,278			2,278 2,278	-	
01-Feb-02 01-Feb-02	15-Nov-04 15-Nov-04	911 911			911 911	-	
25-Feb-02	25-Feb-05	2,797			• • •	2,797	1
25-Feb-02 25-Feb-02	15-Nov-04 15-Nov-04	3,729 3,729			3,729 3,729	-	
03-Apr-02 03-Apr-02	15-Nov-04 15-Nov-04	911 911			911 911	-	
04-Apr-02	24-Jun-04	3,676			3,676	-	
04-Apr-02	15-Nov-04	1,488			1,488	•	
04-Apr-02 08-Apr-02	15-Nov-04 15-Nov-04	1,488 1,298			1,488	•	
08-Apr-02	15-Nov-04	1,298			1,298	-	
16-May-02 16-May-02	15-Nov-04 15-Nov-04	1,162 1,162			1,162 1,162		
02-Jun-02	22-Jul-04	20,000			20,000	-	
02-Jun-02	22-Jul-05	20,000			4 455	20,000	1
02-Jun-02 02-Jun-02	15-Nov-04 15-Nov-04	1,155 1,155			1,155 1,155	-	
27-Jun-02	15-Nov-04	454			454		
27-Jun-02	15-Nov-04	454			454	-	
01-Jul-02	01-Jul-04	2,571			2,571	•	
01-Jul-02 01-Jul-02	15-Nov-04 15-Nov-04	864 864			864 864	:	
01-Oct-02	15-Nov-04	21,433			21,433		[] _[
01-Oct-02 01-Oct-02	15-Nov-05 15-Nov-05	21,433 21,433		1,652 1,652	1	19,78 <b>1</b> 19,781	7
05-May-03	30-Sep-05	5,026		4 740		5,026	1
01-Oct-03 01-Oct-03 01-Oct-03	30-Sep-05 30-Sep-06 30-Sep-07	18,745 18,745 18,745		1,716 1,716 1,716		17,029 17,029 17,029	7
01-Oct-03 01-Oct-03	30-Sep-04 30-Sep-05	107,279		8,899	106,242 6,721	1,037 91,659	1 67
23-Dec-03 23-Dec-03	31-Dec-04 31-Dec-05	27,600 10,000			27,600	10,000	1
01-Oct-03	30-Sep-05		110,228	3,376		106,852	73
01-Oct-03	30-Sep-06	-	110,228	3,703		106,525	72
01-Oct-04	30-Sep-06	-	14,400			14,400	]
01-Oct-04 01-Oct-04	30-Sep-07 30-Sep-08		14,400 28,800			14,400 28,800	1
01-Oct-04	30-Sep-06	-	23,657			23,657	7
01-Oct-04 01-Oct-04	30-Sep-07 30-Sep-08	-	23,657 23,657			23,657 23,657	J
7	TOTAL .	831,739	349,027	24,430	589,319	567,017	

# 3.3.6 Share and Option Plans (continued)

### **Executive Option Plan (Option Plan)**

Executive officers are eligible to participate in the Option Plan. Exercise is conditional upon the Group achieving prescribed performance hurdles. The options do not grant rights to the option holders to participate in a share issue of any other body corporate. Non-executive directors are ineligible to participate in the Option Plan.

Details of options granted under the Option Plan are as follows:

					Options	Movement during the period Number of Options		Options	Senior	
Date Options Granted	Exercis	e Pe	riod <sup>(1)</sup>	Exercise Price (\$) <sup>(2)</sup>	Outstanding 1 Oct 2004	Granted	Forfeited	Exercised	Outstanding 31 Mar 2005	Executives in Plan <sup>(3)</sup>
12-Dec-01 12-Dec-01 12-Dec-01	12-Jun-04 12-Jun-05 12-Jun-06	to to to	12-Dec-06 12-Dec-06 12-Dec-06	16.91	250,000 250,000 500,000	- -		250,000	250,000 500,000	} 1
01-Oct-02 01-Oct-02 01-Oct-02	15-Nov-04 15-Nov-05 15-Nov-05	to to to	01-Oct-07 01-Oct-07 01-Oct-07	18.16	148.429 148,429 148,429	-	30,043 30,043	88.270	60.159 118,386 118,386	} 7
1-Oct-03 1-Oct-03 1-Oct-03	30-Sep-05 30-Sep-06 30-Sep-07	to to to	01-Oct-09 01-Oct-09 01-Oct-09	20.40	214,835 214,835 214,835	- - -	35,977 35,977 35,977		178,858 178,858 178,858	} 7
1-Oct-04 1-Oct-04 1-Oct-04	30-Sep-06 30-Sep-07 30-Sep-08	to to to	01-Oct-10 01-Oct-10 01-Oct-10		•	125,000 125,000 250,000	- -	- - -	125,000 125,000 250,000	}
1-Oct-04 1-Oct-04 1-Oct-04	30-Sep-06 30-Sep-07 30-Sep-08	to to to	01-Oct-10 01-Oct-10 01-Oct-10	21.70 21.70 21.70	- -	141,335 141,335 141,335	•	-	141,335 141,335 141,335	} 7
				TOTAL	2,089,792	924,005	168,017	338,270	2,507,510	

- 1. The options may be exercisable at an earlier date as prescribed by the Option Plan Rules.
- 2. A premium is added to the exercise price of the options that represents the time value of money component of the value of the options (calculated as the difference between the actual dividend and bond yields for the period from the Grant Date of the options to the earliest exercise date). The exercise price represents the market value of the Bank's ordinary shares at the Grant Date of the options. This market value represents the weighted average trading price during the five trading days prior to and including the Grant Date, calculated in accordance with the Option Plan Rules.
- 3. Participating executives are required to hold a minimum of 5,000 ordinary shares in the Bank in order to participate in the Option Plan.

### Non-Executive Directors' Share Purchase Plan (Directors' Plan)

All non-executive directors are eligible to participate in the Directors' Plan. Ordinary shares are acquired on market. In consideration for the shares acquired on their behalf, non-executive directors forego directors' fees equivalent to the purchase price of the shares. Brokerage is payable by the Bank.

Details of shares allocated under the Directors' Plan are as follows:

Allocation Date	Shares Acquired	Average Purchase Price	Number of Participants
26-Nov-2004	4,718	\$24.35	3
07-Jan-2005	4,988	\$25.29	1

# 4 Further Information

# 4.1 Branches

As at	March	Sept	March
-	2005	2004	2004
New South Wales	204	204	206
Australian Capital Territory	13	13	13
Queensland	22	22	21
Victoria (1)	34	36	35
South Australia	110	110	109
Western Australia	2	2	2
Northern Territory	4	4	4
Total	389	391	390
Assets per branch - \$M	191	179	170
Net Profit (2) per branch (annualised)			
- after income tax, OEI and before goodwill and significant items - \$'000	2,524	2,256	2,200
- after income tax, OEI, goodwill and before significant items- \$'000	2,242	1,995	1,933

# 4.2 Staffing (full time equivalents)

March	Sept	March
2005	2004	2004
4,737	4,696	4,578
158	160	164
269	254	252
370	332	331
1,199	1,180	1,201
100	93	96
34	33	33
6,867	6,748	6,655
592	615	579
138	136	140
60	42	20
7,657	7,541	7,394
9.7	9.3	9.0
0.10	0.11	0.11
129.4	117.9	117.1
114.9	104.3	102.9
8,221	8,046	7,932
	2005  4,737 158 269 370 1,199 100 34 6,867 592 138 60 7,657  9.7 0.10	2005     2004       4,737     4,696       158     160       269     254       370     332       1,199     1,180       100     93       34     33       6,867     6,748       592     615       138     136       60     42       7,657     7,541       9.7     9.3       0.10     0.11       129.4     117.9       114.9     104.3

(2) The total Group workforce comprises permanent, casual and temporary staff and contractors.

# 4.3 Dates and Credit Ratings

# Financial Calendar

<u>Date</u>		Event
2	May 2005	Ex-Dividend trading for SAINTS
6	May 2005	Record date for SAINTS
20	May 2005	Payment date for SAINTS
30	May 2005	Melbourne Shareholder Information Meeting
14	June 2005	Ex-dividend trading for interim ordinary share dividend
20	June 2005	Record date for interim ordinary share dividend
4	July 2005	Payment of interim ordinary share dividend

# **Proposed Dates**

<u>Date</u>		<u>Event</u>
2	August 2005	Ex-dividend trading for PRYMES and SAINTS
8	August 2005	Record date for PRYMES and SAINTS
22	August 2005	Payment date for PRYMES and SAINTS
30	September 2005	Financial year end
31	October 2005	Announcement of financial results and final ordinary share dividend
1	November 2005	Ex-dividend trading for SAINTS
7	November 2005	Record date for SAINTS
21	November 2005	Payment date for SAINTS
28	November 2005	Ex-dividend trading for final ordinary share dividend
2	December 2005	Record date for final ordinary share dividend
16	December 2005	Payment of final ordinary share dividend
16	December 2005	Annual General Meeting

# **Credit Ratings**

	Short term	Long term
Standard & Poor's	A-1	Α
Moody's Investors Service	P-1	A2
Fitch Ratings	F1	A+

# **Further Information**

Contact Details	<u>Media</u>	<u>Analysts</u>
Name:	Jeremy Griffith	Sean O'Sullivan
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# St.George Bank Limited

ABN 92 055 513 070

# **Consolidated Financial Report**

for the half-year ended 31 March 2005

# ST.GEORGE BANK LIMITED AND ITS CONTROLLED ENTITIES FINANCIAL REPORT FOR THE HALF-YEAR ENDED 31 MARCH 2005

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### ST.GEORGE BANK LIMITED AND ITS CONTROLLED ENTITIES DIRECTORS' REPORT FOR THE HALF-YEAR ENDED 31 MARCH 2005

The Directors of St. George Bank Limited (the Bank) submit their report on the consolidated financial report for the half-year ended 31 March 2005 and the auditors' review report thereon.

#### **Directors**

The names of the Directors of the Bank holding office at any time from the beginning of the half-year to the date of this report are:

#### Name

J M Thame - Chairman

G P Kelly - Managing Director and Chief Executive Officer

L F Bleasel

F J Conroy (retired 17 December 2004)

J S Curtis

T J Davis (elected 17 December 2004)

R A F England

P D R Isherwood

L B Nicholls

G J Reaney

#### **Review of Operations**

Unless otherwise indicated, comparative figures relate to the half-year ended 31 March 2004.

Profit from ordinary activities after tax and outside equity interests for the half-year ended 31 March 2005 was \$447 million (31 March 2004: \$377 million), an increase of 18.6%. The increase was primarily due to strong growth in net interest income driven by continued growth in residential and business lending and effective management of the interest margin, while focusing on cost containment.

#### Net Interest Income

- Net interest income for the half-year was \$851 million (31 March 2004: \$794 million), an increase of 7.2%. The increase is due to growth in average interest earning assets of 13.0% since March 2004, which is partially offset by a decline in the net interest margin to 2.60% from 2.74% in the previous corresponding period. There has been a 4 basis point reduction in the net interest margin compared to the September 2004 half.

#### Other Income

- Other income before significant items was \$517 million (31 March 2004: \$475 million), an increase of 8.8%. Other income accounts for 37.8% of total income (31 March 2004: 37.4%). The increase in other income resulted from strong growth in bank acceptances, securitised loans, increased product fees and commissions income and profit on sale of Assirt businesses before goodwill write-off.
- Managed funds increased to \$27.8 billion (31 March 2004: \$22.6 billion), an increase of 23.0%.

### ST.GEORGE BANK LIMITED AND ITS CONTROLLED ENTITIES DIRECTORS' REPORT FOR THE HALF-YEAR ENDED 31 MARCH 2005

#### Operating Expenses

- The expense to income ratio, before goodwill amortisation and significant items decreased to 44.9% (31 March 2004: 48.1%) due to prudent cost management and growth in total income underpinned by strong lending asset and managed funds growth. The expense to income ratio also improved when compared to 47.0% in the September 2004 half-year.
- Operating expenses, before goodwill and significant items were \$614 million (31 March 2004: \$610 million), an increase of 0.7%. When compared to the September 2004 half-year, operating expenses, before goodwill and significant items were relatively flat with an increase of 0.3%, reflecting a continued reduction in computer deferred expenditure amortisation.

#### Income Tax

- Income tax expense increased by \$36 million to \$216 million compared to the previous corresponding period.

#### Shareholder Returns

- Annualised return on average ordinary equity before goodwill and significant items increased to 22.63% (31 March 2004: 21.56%).
- Basic earnings per ordinary share increased to 80.6 cents (31 March 2004: 69.7 cents).
- The Board has declared an interim ordinary dividend of 67 cents per ordinary share, payable on 4 July 2005. This dividend will be fully franked at 30%.

#### Corporate Governance

In accordance with the Australian Stock Exchange Principles of Good Corporate Governance and Best Practice Recommendations, the Managing Director and Chief Executive Officer and the Chief Financial Officer, have provided a written statement to the Board that the financial report represents a true and fair view of the Bank's financial position as at 31 March 2005 and of its performance for the six months ended 31 March 2005, in accordance with relevant accounting standards and regulations.

## ST.GEORGE BANK LIMITED AND ITS CONTROLLED ENTITIES DIRECTORS' REPORT FOR THE HALF-YEAR ENDED 31 MARCH 2005

The following independence declaration has been obtained from the Bank's auditors, KPMG:



Audit & Risk Advisory Services 10 Shalley Street Sydney NSW 2000

P O Box He7 Australia Square 1213 Telephone +61 2 9336 7000 Faccimile: +61 2 9299 7077 DX: 1056 Sydney

Lend Auditor's Independence Declaration under Section 367C of the Corporation Act 2001

To: the directors of St George Bank Limited

I declare that, to the best of my knowledge and belief, in relation to the review for the half year ended 31 March 2005 there have been.

- (i) no contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in relation to the review, and
- no contraventions of any applicable code of professional conduct in relation to the review.

**KPMG** 

John Teer Pariner

Sydney

3 May 2005

Signed in accordance with a resolution of the Directors.

J M Thame Chairman

Signed at Sydney New South Wales

3 May 2005

G P Kelly

Gail Kelly

Managing Director and Chief Executive Officer

# ST.GEORGE BANK LIMITED AND ITS CONTROLLED ENTITIES CONSOLIDATED STATEMENT OF FINANCIAL PERFORMANCE FOR THE HALF-YEAR ENDED 31 MARCH 2005

		Half-Year to		
	_	31 March	30 Sept	31 March
		2005	2004	2004
	NOIE_	SM	\$M_	\$M
Interest income	2	2,263	2,150	1,966
Interest expense	4	1,412	1,332_	1,172
Net interest income	_	851	818	794
Other income	2	533	, 500	475
Total ordinary income (net of interest expense)	-	1,384	1,318	1,269
Charge for bad and doubtful debts	3	58	60	52
Operating expenses - staff		329	319	310
- computer and equipment		80	109	101
- occupancy		67	65	67
- administration and other		138	136	132
Total operating expenses	4	614	629	610
Share of net profit of equity accounted associates		3	1	1
Goodwill amortisation and write-off		55	51	52
Profit from ordinary activities before income tax	-	660	579	556
Income tax expense		216	192	180
Profit from ordinary activities after income tax	•	444	387	376
Net loss attributable to outside equity interests		(3)	(3)	(1)
Net profit attributable to members of the Bank	•	447	390	377
No. One of Change in Facility				
Non Owner Changes in Equity  Net increase/(decrease) in asset revaluation and realisation reserve		_	1	(1)
Net (decrease) fincrease in claims equalisation reserve		_	(21)	2
Foreign currency translation adjustment		(1)	2	_
1 oragination and the state of	•	(1)	(18)	1
Total changes in equity other than those resulting from transactions with owners as owners		446	372	378
Dividends per ordinary share (cents)	5	67	62	60
Basic earnings per ordinary share (cents)	6	80,6	71.0	69.7
Diluted earnings per ordinary share (cents)	6	80.4	70.8	69.4
Basic earnings per preferred resetting yield marketable equity security (\$)	6	3.18	3.18	3.18
Basic earnings per subordinated adjustable income non-refundable tier 1 security (\$)	6	4.77	4.75	-

The consolidated statement of financial performance should be read in conjunction with the accompanying notes to and forming part of the financial report as set out on pages 67 to 86.

# ST.GEORGE BANK LIMITED AND ITS CONTROLLED ENTITIES CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 MARCH 2005

NOTISE   SIME   NOTISE   NOTICE   NOT				As at	
NOISE   SM   SM   SM		-	31 March	30 Sept	31 March
Cash and liquid assets			2005	2004	2004
Cash and liquid assets   1,191   1,180   1,324   Due from other francial institutions   279   371   348   345		NOTE _	\$M	\$M	\$M
Due from other firencial institutions	ASSETS				
Doe from other financial institutions	Cash and liquid assets		1,191	1,180	1,324
Triestment securities   8   522   415   35     Loans and other receivables   9   57,450   54,782   52,338     Bank acceptamees of eistomers   5,419   5,132   3,692     Investment in associated companies   73   76   82     Property, plant and equipment   456   472   466     Goodwall   1,110   1,165   1,215     Other assets   1,472   1,165   1,391     TOTAL ASSETS   11   48,883   46,083   46,007     Due to other finencial institutions   992   758   1,007     Bank acceptances   5,419   5,132   3,692     Provision for dividends   11   12   9     Provision for dividends   11   12   9     Provision for dividends   11   12   9     Provisions   97   106   94     Benk and notes   10,602   9,769   7,654     Loan capital   1,963   1,619   1,559     Bills payable and other liabilities   1,340   1,619   1,559     Bills payable and other liabilities   1,340   1,619   1,579     NET ASSETS   5,196   5,029   4,533     SHAREHOLDERS EQUITY     Share-capital   12   4,040   3,964   3,531     Reserves   86   87   105     Retained profits   13   716   619   541     Share-holders' equity interests in controlled entities   14   354   359   356     Outside equity interests in controlled entities   14   354   359   356	Due from other financial institutions		279	371	
Coars and other receivables   9   57,450   54,782   52,338     Bank acceptances of customers   5,419   5,132   3,692     Investment in associated companies   73   76   82     Property, plant and equipment   456   472   466     Goodwill   1,110   1,165   1,215     Other assets   74,340   69,960   66,326     IABILITIES	Trading securities			<b>5,2</b> 00	5,426
Early acceptances of customers   5,419   5,132   3,692     Investment in associated companies   3   2   9     Other investments   73   76   82     Property, plant and equipment   456   472   466     Goodwill   1,110   1,165   1,215     Other assets   1,472   1,165   1,391     TOTAL ASSETS   74,340   69,960   66,326      LABILITIES	Investment securities	8			_
Treestment in associated companies   3	Loans and other receivables	9		•	
Other investments         73         76         82           Property, plant and equipment         456         472         466           Goodwall         1,110         1,165         1,215           Other assets         1,472         1,165         1,391           TOTAL ASSETS         74,340         69,960         66,326           LIABILITIES         11         48,383         46,083         46,007           Due to other financial institutions         992         758         1,007           Bark acceptances         5,419         5,132         3,692           Provision for dividends         11         12         9           Provision for dividends         11         12         9           Provisions         97         106         94           Bonds and notes         10,602         9,769         7,654           Loen capital         1,963         1,619         1,55           Bills payable and other liabilities         5,196         5,029         4,531           NET ASSETS         5,196         5,029         4,533           SHAREHOLDERS EQUITY         Stack capital         12         4,040         3,964         3,531           Reserves </td <td>Bank acceptances of customers</td> <td></td> <td>5,419</td> <td>5,132</td> <td>3,692</td>	Bank acceptances of customers		5,419	5,132	3,692
Property, plant and equipment   456   472   466   Goodwill   1,110   1,165   1,215   1,472   1,165   1,391   1,472   1,165   1,391   1,472   1,165   1,391   1,472   1,165   1,391   1,472   1,165   1,391   1,472   1,165   1,391   1,472   1,165   1,391   1,472   1,165   1,391   1,472   1,165   1,391   1,472   1,165   1,391   1,391   1,472   1,165   1,391	Investment in associated companies				
Cocdyval  Cother assets   1,110	Other investments				
Other assets         1,472         1,165         1,391           TOTAL ASSETS         74,340         69,960         66,326           LIABILITIES           Deposits and other borrowings         11         48,383         46,083         46,007           Due to other financial institutions         992         758         1,007           Benk acceptances         5,419         5,132         3,692           Provision for dividends         11         12         9           Income tax liability         337         365         297           Other provisions         97         106         94           Bonds and notes         10,602         9,769         7,654           Loan capital         1,963         1,619         1,559           Bills payable and other liabilities         1,340         1,087         1,474           TOTAL LIABILITIES         69,144         64,931         61,793           NET ASSETS         5,196         5,029         4,533           Share capital         12         4,040         3,964         3,531           Reserves         86         87         105           Retained profits         13         716 <td< td=""><td>Property, plant and equipment</td><td></td><td></td><td></td><td></td></td<>	Property, plant and equipment				
TOTAL ASSETS   74,340   69,960   66,326     LIABILITIES	Goodwill		•	1,165	
Deposits and other borrowings	Other assets		1,472	1,165	1,391
Deposits and other borrowings   11   48,383   46,083   46,007	TOTAL ASSETS	-	74,340	69,960	66,326
Due to other financial institutions   992   758   1,007	LIABILITIES				
Bank acceptances         5,419         5,132         3,692           Provision for dividends         11         12         9           Income tax liability         337         365         297           Other provisions         97         106         94           Bonds and notes         10,602         9,769         7,654           Loan capital         1,963         1,619         1,559           Bills payable and other liabilities         1,340         1,087         1,474           TOTAL LIABILITIES         69,144         64,931         61,793           NET ASSETS         5,196         5,029         4,533           SHAREHOLDERS EQUITY         Stare capital         12         4,040         3,964         3,531           Reserves         86         87         105           Retained profits         13         716         619         541           Shareholders' equity attributable to members of the Bank         4,842         4,670         4,177           Outside equity interests in controlled entities         14         354         359         356	Deposits and other borrowings	11	48,383	46,083	46,007
Provision for dividends         11         12         9           Income tax liability         337         365         297           Other provisions         97         106         94           Bonds and notes         10,602         9,769         7,654           Loan capital         1,963         1,619         1,559           Bills payable and other liabilities         69,144         64,931         61,793           NET ASSETS         69,144         64,931         61,793           SHAREHOLDERS EQUITY           Share capital         12         4,040         3,964         3,531           Reserves         86         87         105           Reserves         86         87         105           Shareholders' equity attributable to members of the Bank         4,842         4,670         4,177           Outside equity interests in controlled entities         14         354         359         356	Due to other financial institutions		992	758	1,007
Income tax liability   337   365   297   Other provisions   97   106   94	Bank acceptances		5,419	5,132	3,692
Other provisions         97         106         94           Bonds and notes         10,602         9,769         7,654           Loan capital         1,963         1,619         1,559           Bills payable and other liabilities         1,340         1,087         1,474           TOTAL LIABILITIES         69,144         64,931         61,793           NET ASSETS         5,196         5,029         4,533           SHAREHOLDERS EQUITY           Strare capital         12         4,040         3,964         3,531           Reserves         86         87         105           Retained profits         13         716         619         541           Shareholders' equity attributable to members of the Bank         4,842         4,670         4,177           Outside equity interests in controlled entities         14         354         359         356	Provision for dividends		11	12	9
Born's and notes         10,602         9,769         7,654           Loan capital         1,963         1,619         1,559           Bills payable and other liabilities         1,340         1,087         1,474           TOTAL LIABILITIES         69,144         64,931         61,793           NET ASSETS         5,196         5,029         4,533           SHAREHOLDERS EQUITY         Share capital         12         4,040         3,964         3,531           Reserves         86         87         105           Retained profits         13         716         619         541           Shareholders' equity attributable to members of the Bank         4,842         4,670         4,177           Outside equity interests in controlled entities         14         354         359         356	Income tax liability		337	365	297
Loan capital         1,963         1,619         1,559           Bills payable and other liabilities         1,340         1,087         1,474           TOTAL LIABILITIES         69,144         64,931         61,793           NET ASSETS         5,196         5,029         4,533           SHAREHOLDERS EQUITY         Share capital         12         4,040         3,964         3,531           Reserves         86         87         105           Retained profits         13         716         619         541           Shareholders' equity attributable to members of the Bank         4,842         4,670         4,177           Outside equity interests in controlled entities         14         354         359         356	Other provisions			106	94
Bills payable and other liabilities         1,340         1,087         1,474           TOTAL LIABILITIES         69,144         64,931         61,793           NET ASSETS         5,196         5,029         4,533           SHAREHOLDERS EQUITY         Share capital         12         4,040         3,964         3,531           Reserves         86         87         105           Retained profits         13         716         619         541           Shareholders' equity attributable to members of the Bank         4,842         4,670         4,177           Outside equity interests in controlled entities         14         354         359         356	Bonds and notes		10,602	9,769	7,654
TOTAL LIABILITIES         69,144         64,931         61,793           NET ASSETS         5,196         5,029         4,533           SHAREHOLDERS EQUITY         Share capital         12         4,040         3,964         3,531           Reserves         86         87         105           Retained profits         13         716         619         541           Shareholders' equity attributable to members of the Bank         4,842         4,670         4,177           Outside equity interests in controlled entities         14         354         359         356	Loan capital			-	
NET ASSETS         5,196         5,029         4,533           SHAREHOLDERS EQUITY         Share capital reserves         12         4,040         3,964         3,531           Reserves         86         87         105           Retained profits         13         716         619         541           Shareholders' equity attributable to members of the Bank         4,842         4,670         4,177           Outside equity interests in controlled entities         14         354         359         356	Bills payable and other liabilities		1,340	1,087	1,474
SHAREHOLDERS EQUITY     Share capital   12   4,040   3,964   3,531     Reserves   86   87   105     Retained profits   13   716   619   541     Shareholders' equity attributable to members of the Bank   4,842   4,670   4,177     Outside equity interests in controlled entities   14   354   359   356	TOTAL LIABILITIES	-	69,144	64,931	61,793
Share capital         12         4,040         3,964         3,531           Reserves         86         87         105           Retained profits         13         716         619         541           Shareholders' equity attributable to members of the Bank         4,842         4,670         4,177           Outside equity interests in controlled entities         14         354         359         356	NET ASSETS	<u>-</u>	5,1%	5,029	4,533
Share capital         12         4,040         3,964         3,531           Reserves         86         87         105           Retained profits         13         716         619         541           Shareholders' equity attributable to members of the Bank         4,842         4,670         4,177           Outside equity interests in controlled entities         14         354         359         356	SHAREHOLDERS FOULTY				
Reserves Retained profits 13 716 619 541  Shareholders' equity attributable to members of the Bank Outside equity interests in controlled entities 14 354 359 356		12	4,040	3.964	3.531
Retained profits 13 716 619 541  Shareholders' equity attributable to members of the Bank 4,842 4,670 4,177  Outside equity interests in controlled entities 14 354 359 356	•		•		
Shareholders' equity attributable to members of the Bank  Outside equity interests in controlled entities  14 354 359 356		13			
Outside equity interests in controlled entities 14 354 359 356					
	Shareholders' equity attributable to members of the Bank		4,842	4,670	4,177
Total Shareholders' Equity 5,196 5,029 4,533	Outside equity interests in controlled entities	14	354	359	356
	Total Shareholders' Equity	-	5,196	5,029	4,533

The consolidated statement of financial position should be read in conjunction with the accompanying notes to and forming part of the financial report as set out on pages 67 to 86.

Note			Ha	Half-Year to		
NOTE   SM   SM   SM		·	31 March	30 Sept	31 March	
CASH FLOWS FROM OPERATING ACTIVITIES   1.971   1.971   1.972			2005	2004	2004	
Interest received   2,266   2,150   1,971     Interest paid   (1,453)   (1,285)   (1,113)     Dividend received   2   2   2     Coltenine received   644   65   578     Copening express paid   (728)   (723)   (647)     Dividend received   (244)   (142)   (200)     Ret payments for jaymoneth from the purciase and sate of trading securities   15(a)   (7165)   851   352     Net each (used in)provided by operating activities   15(a)   (7165)   851   352     CASH PLOWS FROM INVESTING ACTIVITIES     Disposal of controlled entity   15(c)   12   1     Represents for shares   (107)   (778)   109     Represents for shares   (107)   (778)   (778)   (778)     Represents for shares   (107)   (778)   (778)   (778)   (778)     Represents for shares   (107)   (778)   (77		NOTE .	\$M	\$M_	\$M	
Interest paid	CASH FLOWS FROM OPERATING ACTIVITIES					
Dividends received	Interest received		2,266	2,150	1,971	
Column   C	Interest paid		(1,452)	(1,285)	(1,113)	
Communication   Communicatio	Dividends received		2	2	2	
Income Exces paid   CA89   CA99   CA89   CA99   CA89   CA99   CA89   CA99   C	Other income received		604	616	578	
Net (psyments fror)ipmocods from the purchase and sale of trading securities         (1,154)         233         (189)           Net cash (used in)ipmovided by operating activities         15(a)         (705)         851         352           CASH FLOWS FROM INVESTING ACTIVITIES         352         -         12         -           Net (psyments for)ipmocods from the purchase and sale of investment securities         (107)         378)         10           Net (psyments for ipmocods from the purchase and sale of investment securities         (107)         378)         10           Net (psyments for ipmocods from all other receivables         (2,668)         (2,417)         (3,401)           Payments for items         5         39         -           Proceeds from sale of other investments         5         39         -           Proceeds from sale of other investments         9         -         -         -           Proceeds from sale of other investments         9         -	Operating expenses paid		(728)	(723)	(697)	
Net cash (used in)pervided by operating activities   15(a)   17(b)   1851   332	Income taxes paid		(243)	(142)	(200)	
Disposal of controlled entity   15(c)   - 12   -	Net (payments for)/proceeds from the purchase and sale of trading securities		(1,154)	233	(189)	
Disposal of controlled entity   15(c)   - 12   1.0     Net (payments for) proceeds from the purchase and sale of investment securities   10(7)   378   109     Net increase in learns and other receivables   2,6688   (2,417   3,461)     Payments for shares   10   (6   07)     Proceeds from sale of shares   5   39   - 1     Proceeds from sale of other investments   - 25   - 2     Proceeds from sale of other investments   - 25   - 2     Proceeds from sale of other investments   - 25   - 2     Proceeds from sale of other investments   - 25   - 2     Proceeds from sale of other investments   - 25   - 2     Proceeds from sale of property, plant and equipment   39   (44)   (27)     Proceeds from property, plant and equipment   39   (44)   (27)     Proceeds from property, plant and equipment   39   (44)   (27)     Proceeds from sale of property, plant and equipment   30   (307)   (91)   (21)     Net cash used in investing activities   3,051   (2,882)   (3,334)     Net cash used in investing activities   2,241   40   656     Proceeds from che borrowings   11,754   14,285   12,898     Repayment of other borrowings   11,754   14,285   12,898     Repayment of other borrowings   11,754   14,285   12,898     Repayment of other borrowings   11,54   14,285   12,898     Repayment of other borrowings   11,54   14,285   12,898     Repayment of other borrowings   11,554   14,285   12,898     Repayment of other borrowings   1,554   14,285   12,898     Repayment of other borrowings   1,554   14,285   12,898     Repayment of other borrowings   1,554   14	Net cash (used in)/provided by operating activities	15(a)	(705)	851	352	
Net (payments for)/proceeds from the purchase and sale of investment securities   (107)   (378)   (108)     Net increase in loans and other receivables   (2,688)   (2,417)   (3,461)     Payments for shares   (1)   (6)   (7)     Payments for shares   5   39	CASH FLOWS FROM INVESTING ACTIVITIES					
Net increase in loans and other receivables         Q.6689         Q.4171         Q.5461)           Payments for shares         (1)         (6)         (7)           Proceeds from sale of shares         5         39         -           Proceeds from sale of other investments         -         25         -           Proceeds from sale of businesses         9         -         -         -           Research and development costs         30         2         (2)         (2)         Payments for property, plant and equipment         (3)         2         (2)         (2)         Payments for property, plant and equipment         (6)         (24)         75         Net increase in other assets         (307)         (91)         (21)         Net increase in other assets         (307)         (91)         (21)         Net increase in other assets         (307)         (91)         (21)         Net increase in deposits         2,341         40         696         Proceeds from the increase in deposits         11,754         14,285         12,898         12,898         12,898         12,898         12,898         12,898         12,898         12,898         12,898         12,898         12,898         12,898         12,898         12,898         12,898         12,898         12,898 <t< td=""><td>Disposal of controlled entity</td><td>15(c)</td><td>-</td><td>12</td><td>•</td></t<>	Disposal of controlled entity	15(c)	-	12	•	
Payments for shares	Net (payments for)/proceeds from the purchase and sale of investment securities		(107)	(378)	109	
Proceeds from sale of shares   5   39	Net increase in loans and other receivables		(2,668)	(2,417)	(3,461)	
Proceeds from sale of other investments	Payments for shares		(1)	(6)	(7)	
Proceeds from sale of businesses         9         -         -           Research and development costs         (3)         2         (2)           Payments for property, plant and equipment         (39)         (44)         (27)           Proceeds from sale of property, plant and equipment         (0)         (24)         75           Net increase in other assets         (307)         (91)         (21)           Net cash used in investing activities         (3051)         (2.882)         (3.334)           CASH FLOWS FROM FNANCING ACTIVITIES         2,341         40         696           Proceeds from other borrowings         11,754         14,285         12,898           Repayment of other borrowings         (11,087)         (12,674)         (10,659)           Proceeds from other borrowings         (11,087)         (12,674)         (10,659)           Proceeds from other insulations         266         460         (259)           Proceeds from the issue of shares         6         -         -           Net proceeds from the issue of shares         6         -         -           Net proceeds from the issue of perpetual notes         -         5         7           Dividends paid         (280)         (244)         (213)	Proceeds from sale of shares		5	39	-	
Research and development costs         (3)         2         (2)           Payments for property, plant and equipment         (39)         (44)         (27)           Proceeds from sale of property, plant and equipment         (6)         (24)         75           Net increase in other assets         (307)         (91)         (21)           Net cash used in investing activities         (3,051)         (2,882)         (3,334)           CASH FLOWS FROM FINANCING ACTIVITIES         2,341         40         696           Proceeds from other borrowings         11,754         14,285         12,898           Repayment of other borrowings         (11,087)         (12,674)         (10,659)           Proceeds from loan capital         421         1         577           Net increase/(decrease) in other liabilities         266         460         (259)           Proceeds from the issue of Salmys         -         345         -           Net proceeds from the issue of Salmys         -         35         -           Net proceeds from the issue of perpetual notes         -         5         7           Dividends paid         (280)         (244)         (213)           Net cash provided by financing activities         3,421         2,218         3,	Proceeds from sale of other investments		-	25	-	
Payments for property, plant and equipment   39   (44   07)     Proceeds from sale of property, plant and equipment   60   (24   75     Net increase in other assets   (307)   (91)   (21)     Net cash used in investing activities   (3,051)   (2,882)   (3,334)     CASH FLOWS FROM FINANCING ACTIVITIES     Net increase in deposits   2,341   40   696     Proceeds from other borrowings   11,754   14,285   12,898     Repayment of other borrowings   11,754   14,285   12,898     Repayment of other borrowings   (11,087)   (12,674)   (10,650)     Proceeds from loan capital   421   1   577     Net increase/(decrease) in other liabilities   266   460   (259)     Proceeds from the issue of shares   6   -   -     Net proceeds from the issue of SAINTS   -   345   -     Net proceeds from the issue of perpetual notes   -   5   7     Dividends paid   (280)   (244)   (213)     Net cash provided by financing activities   3,421   2,218   3,056     Net (decrease)/increase in cash and cash equivalents   674   487   413     Cash and cash equivalents at the beginning of the half-year   674   487   413	Proceeds from sale of businesses		9	-	-	
Proceeds from sale of property, plant and equipment         60         (24)         75           Net increase in other assets         (307)         (91)         (21)           Net cash used in investing activities         (3,051)         (2,882)         (3,334)           CASH FLOWS FROM FINANCING ACTIVITIES           Net increase in deposits         2,341         40         696           Proceeds from other borrowings         11,754         14,285         12,898           Repayment of other borrowings         (11,087)         (12,674)         (10,650)           Proceeds from lean capital         421         1         577           Net increase/(docrease) in other liabilities         2.66         460         (259)           Proceeds from the issue of shares         6         -         -           Net proceeds from the issue of SAINTS         -         345         -           Net proceeds from the issue of perpetual notes         -         5         7           Dividends paid         3,421         2,218         3,056           Net cash provided by financing activities         3,421         2,218         3,056           Net (decrease)/increase in cash and cash equivalents         674         487         413           Cash and	Research and development costs		(3)	2	(2)	
Net cash used in investing activities         (307)         (91)         (21)           CASH FLOWS FROM FINANCING ACTIVITIES           Net increase in deposits         2,341         40         696           Proceeds from other borrowings         11,754         14,285         12,898           Repayment of other borrowings         (11,087)         (12,674)         (10,650)           Proceeds from loan capital         421         1         577           Net increase/(decrease) in other liabilities         266         460         (259)           Proceeds from the issue of shares         6         -         -           Net proceeds from the issue of perpetual notes         -         345         -           Net proceeds from the issue of perpetual notes         -         5         7           Dividends paid         (280)         (244)         (213)           Net cash provided by financing activities         3,421         2,218         3,056           Net (decrease)/increase in cash and cash equivalents         (335)         187         74           Cash and cash equivalents at the beginning of the half-year         674         487         413	Payments for property, plant and equipment		(39)	(44)	(27)	
Net cash used in investing activities         G,051)         (2,882)         (3,334)           CASH FLOWS FROM FINANCING ACTIVITIES           Not increase in deposits         2,341         40         696           Proceeds from other borrowings         11,754         14,285         12,898           Repayment of other borrowings         (11,087)         (12,674)         (10,650)           Proceeds from the capital         421         1         577           Not increase/(decrease) in other liabilities         266         460         (259)           Proceeds from the issue of shares         6         -         -           Not proceeds from the issue of perpetual notes         -         345         -           Dividends paid         (280)         (244)         (213)           Net cash provided by financing activities         3,421         2,218         3,056           Net (decrease)/increase in cash and cash equivalents         (335)         187         74           Cash and cash equivalents at the beginning of the half-year         674         487         413	Proceeds from sale of property, plant and equipment		60	(24)	75	
CASH FLOWS FROM FINANCING ACTIVITIES           Not increase in deposits         2,341         40         696           Proceeds from other borrowings         11,754         14,285         12,898           Repayment of other borrowings         (11,087)         (12,674)         (10,650)           Proceeds from loan capital         421         1         577           Not increase/(decrease) in other liabilities         266         460         (259)           Proceeds from the issue of shares         6         -         -           Not proceeds from the issue of SAINTS         -         345         -           Not proceeds from the issue of perpetual notes         -         5         7           Dividends paid         (280)         (244)         (213)           Not cash provided by financing activities         3,421         2,218         3,056           Not (decrease)/increase in cash and cash equivalents         (335)         187         74           Cash and cash equivalents at the beginning of the half-year         674         487         413	Net increase in other assets		(307)	(91)	(21)	
Net increase in deposits         2,341         40         696           Proceeds from other borrowings         11,754         14,285         12,898           Repayment of other borrowings         (11,087)         (12,674)         (10,650)           Proceeds from loan capital         421         1         577           Net increase/(decrease) in other liabilities         266         460         (259)           Proceeds from the issue of shares         6         -         -           Net proceeds from the issue of SAINTS         -         345         -           Net proceeds from the issue of perpetual notes         -         5         7           Dividends paid         (280)         (244)         (213)           Net cash provided by financing activities         3,421         2,218         3,056           Net (decrease)/increase in cash and cash equivalents         (335)         187         74           Cash and cash equivalents at the beginning of the half-year         674         487         413	Net cash used in investing activities		(3,051)	(2,882)	(3,334)	
Proceeds from other bonowings         11,754         14,285         12,898           Repayment of other bonowings         (11,087)         (12,674)         (10,650)           Proceeds from loan capital         421         1         577           Net increase/(decrease) in other liabilities         266         460         (259)           Proceeds from the issue of shares         6         -         -         -           Net proceeds from the issue of SAINTS         -         345         -           Net proceeds from the issue of perpetual notes         -         5         7           Dividends paid         (280)         (244)         (213)           Net cash provided by financing activities         3,421         2,218         3,056           Net (decrease)/increase in cash and cash equivalents         (335)         187         74           Cash and cash equivalents at the beginning of the half-year         674         487         413	CASH FLOWS FROM FINANCING ACTIVITIES					
Repayment of other borrowings       (11,087)       (12,674)       (10,650)         Proceeds from loan capital       421       1       577         Net increase/(decrease) in other habilities       266       460       (259)         Proceeds from the issue of shares       6       -       -       -         Net proceeds from the issue of SAINTS       -       345       -       -         Net proceeds from the issue of perpetual notes       -       5       7         Dividends paid       (280)       (244)       (213)         Net cash provided by financing activities       3,421       2,218       3,056         Net (decrease)/increase in cash and cash equivalents       (335)       187       74         Cash and cash equivalents at the beginning of the half-year       674       487       413	Net increase in deposits		2,341	40	696	
Proceeds from loan capital         421         1         577           Net increase/(decrease) in other habilities         266         460         (259)           Proceeds from the issue of shares         6         -         -           Net proceeds from the issue of SAINTS         -         345         -           Net proceeds from the issue of perpetual notes         -         5         7           Dividends paid         (280)         (244)         (213)           Net cash provided by financing activities         3,421         2,218         3,056           Net (decrease)/increase in cash and cash equivalents         (335)         187         74           Cash and cash equivalents at the beginning of the half-year         674         487         413	Proceeds from other borrowings		11,754	14,285	12,898	
Net increase/(decrease) in other liabilities         266         460         (259)           Proceeds from the issue of shares         6         -         -           Net proceeds from the issue of SAINTS         -         345         -           Net proceeds from the issue of perpetual notes         -         5         7           Dividends paid         (280)         (244)         (213)           Net cash provided by financing activities         3,421         2,218         3,056           Net (decrease)/increase in cash and cash equivalents         (335)         187         74           Cash and cash equivalents at the beginning of the half-year         674         487         413	Repayment of other borrowings		(11,087)	(12,674)	(10,650)	
Net increase/(decrease) in other liabilities         266         460         (259)           Proceeds from the issue of shares         6         -         -           Net proceeds from the issue of SAINTS         -         345         -           Net proceeds from the issue of perpetual notes         -         5         7           Dividends paid         (280)         (244)         (213)           Net cash provided by financing activities         3,421         2,218         3,056           Net (decrease)/increase in cash and cash equivalents         (335)         187         74           Cash and cash equivalents at the beginning of the half-year         674         487         413	Proceeds from loan capital		421	1	577	
Net proceeds from the issue of SAINTS - 345 - Net proceeds from the issue of perpetual notes - 5 7 Dividends paid (280) (244) (213)  Net cash provided by financing activities 3,421 2,218 3,056  Net (decrease)/increase in cash and cash equivalents (335) 187 74  Cash and cash equivalents at the beginning of the half-year 674 487 413			266	460	(259)	
Net proceeds from the issue of perpetual notes - 5 7 Dividends paid (280) (244) (213)  Net cash provided by financing activities 3,421 2,218 3,056  Net (decrease)/increase in cash and cash equivalents (335) 187 74  Cash and cash equivalents at the beginning of the half-year 674 487 413	Proceeds from the issue of shares		6	-		
Dividends paid (280) (244) (213)  Net cash provided by financing activities 3,421 2,218 3,056  Net (decrease)/increase in cash and cash equivalents (335) 187 74  Cash and cash equivalents at the beginning of the half-year 674 487 413	Net proceeds from the issue of SAINTS		-	345	-	
Net cash provided by financing activities  3,421 2,218 3,056  Net (decrease)/increase in cash and cash equivalents  (335) 187 74  Cash and cash equivalents at the beginning of the half-year  674 487 413	Net proceeds from the issue of perpetual notes		-	5	7	
Net (decrease)/increase in cash and cash equivalents  Cash and cash equivalents at the beginning of the half-year  674  487  413	Dividends paid		(280)	(244)	(213)	
Cash and cash equivalents at the beginning of the half-year 674 487 413	Net cash provided by financing activities		3,421	2,218	3,056	
	Net (decrease)/increase in cash and cash equivalents		(335)	187	74	
Cash and cash equivalents at the end of the half-year 15(b) 339 674 487	Cash and cash equivalents at the beginning of the half-year		674	487	413	
	Cash and cash equivalents at the end of the half-year	15(b)	339	674	487	

The consolidated statement of cash flows should be read in conjunction with the accompanying notes to and forming part of the financial report as set out on pages 67 to 86.

#### Note 1: Statement of Significant Accounting Policies

#### (a) Basis of preparation of the half-year financial report

This general purpose financial report for the half-year ended 31 March 2005 has been prepared in accordance with the requirements of the Corporations Act 2001, Accounting Standard AASB 1029 "Interim Financial Reporting", other authoritative pronouncements of the Australian Accounting Standards Board and Urgent Issues Group Consensus Views.

This interim financial report does not include all the notes of the type normally included in an annual financial report. Accordingly, this financial report is to be read in conjunction with the Bank's Concise Annual Report and Full Financial Report for the year ended 30 September 2004 and any public announcements made by the Bank and its controlled entities during the half-year ended 31 March 2005 in accordance with the continuous disclosure obligations under the Corporations Act 2001.

The accounting policies have been consistently applied by the entities in the consolidated entity and are consistent with those of the previous year-end and corresponding half-year.

Where an entity either began or ceased to be controlled during the period, its results are included only from the date control commenced or up to the date control ceased.

The carrying amounts of all non-current assets are reviewed to determine whether they are in excess of their recoverable amounts at the end of the half-year. If the carrying amount of a non-current asset exceeds the recoverable amount, the asset is written down to the lower amount. When assessing recoverable amount for a particular non-current asset, the net cash flows arising from the asset's continued use and subsequent disposal have not been discounted to their present value, except where specifically stated.

For the purpose of preparing the half-year financial report, the half-year has been treated as a discrete reporting period.

#### (b) Reclassification of financial information

Where necessary, the half-year accounts have been changed to reflect the sub totals and totals disclosed in the year-end accounts and comparative figures have been amended to conform with changes in presentation in the current half-year.

#### (c) Rounding of Amounts

In accordance with Australian Securities and Investments Commission (ASIC) Class Order 98/100, dated 10 July 1998 (as amended by ASIC Class Order No 04/667), amounts in this report and the accompanying consolidated financial statements have been rounded off to the nearest million dollars except where otherwise indicated.

#### Note 2: Revenues from Ordinary Activities

Other Income         34         2,150         1,966           Trading income         34         27         34           Product fees and commissions         21         29         34           - Deposit and other accounts         120         115         103           - Electronic banking         95         96         91           Securitisation service fees         51         42         42           Managed funds fees         107         103         94           Dividend income         2			Half-Year to		
Interest Income         SM		31 March	30 Sept	31 March	
Other Income         2,263         2,150         1,966           Trading income         34         27         34           Product fees and commissions         21         29         34           - Lending         21         29         34           - Deposit and other accounts         120         115         103           - Electronic banking         95         96         91           Securitisation service fees         51         42         42           Managed funds fees         107         103         94           Dividend income         2         2         2         2           Profit on disposal of land and buildings         3         1         19           Profit on sale of fixed assets         27         -         -           Profit on sale of fixed assets         27         -         -           Profit on sale of fixed assets         2         2         2         -           Profit on sale of fixed assets         27         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -		2005	2004	2004	
Other Income         Trading income       34       27       34         Product fees and commissions       21       29       34         - Lending       21       29       34         - Deposit and other accounts       120       115       103         - Electronic banking       95       96       91         Securitisation service fees       51       42       42         Managed funds fees       107       103       94         Dividend income       2       2       2       2         Profit on disposal of land and buildings       3       1       19         Profit on sale of businesses       9       -       -         Profit on sale of fixed assets       27       -       -         Profit on disposal of shares       2       22       2       2         Factoring and invoice discounting income       9       11       10         Bill acceptance fees       42       35       31         Rental income       5       5       6         Trust distributions       3       4       8         Other       3       4       8         Total revenue from ordinary activities		\$M	\$M	\$M_	
Trading income       34       27       34         Product fees and commissions       21       29       34         - Lending       21       29       34         - Deposit and other accounts       120       115       103         - Electronic banking       95       96       91         Securitisation service fees       51       42       42         Managed funds fees       107       103       94         Dividend income       2       2       2       2       2         Profit on disposal of land and buildings       3       1       19         Profit on sale of businesses       9       -       -       -         Profit on sale of fixed assets       27       -       -       -         Profit on disposal of shares       2       22       -       -         Profit on sale of fixed assets       27       -       -       -         Profit on disposal of shares       2       2       2       2         Factoring and invoice discounting income       9       11       10         Bill acceptance fees       42       35       31         Total revenue from ordinary activities	Interest Income	2,263	2,150	1,966	
Product fees and commissions         - Lending       21       29       34         - Deposit and other accounts       120       115       103         - Electronic banking       95       96       91         Securitisation service fees       51       42       42         Managed funds fees       107       103       94         Dividend income       2       2       2       2         Profit on disposal of land and buildings       3       1       19         Profit on sale of businesses       9       -       -         Profit on sale of fixed assets       27       -       -         Profit on disposal of shares       2       22       2         Factoring and invoice discounting income       9       11       10         Bill acceptance fees       42       35       31         Rental income       5       5       6         Trust distributions       3       8       1         Other       3       4       8         Total revenue from ordinary activities       2,796       2,650       2,441         Charge to general provision         Charge to specific provision       47	Other Income				
Deposit and other accounts	Trading income	34	27	34	
Deposit and other accounts   120   115   103    - Electronic banking   95   96   91    - Securitisation service fees   51   42   42	Product fees and commissions				
Securitisation service fees   51   42   42     Managed funds fees   107   103   94     Dividend income   2   2   2     Profit on disposal of land and buildings   3   1   19     Profit on sale of husinesses   9   -   -     Profit on sale of fixed assets   27   -   -     Profit on disposal of shares   2   22   2     Profit on disposal of shares   2   22   2     Profit on disposal of shares   2   22   2     Practoring and invoice discounting income   9   11   10     Bill acceptance fees   42   35   31     Rental income   5   5   6     Trust distributions   3   8   1     Other   3   4   8     Total revenue from ordinary activities   2.796   2.650   2.441      Note 3: Bad and Doubtful Debts   11   17   16     Charge to general provision   11   17   16     Charge to specific provision   47   43   36	- Lending	21	29	34	
Securitisation service fees       51       42       42         Managed funds fees       107       103       94         Dividend income       2       2       2       2         Profit on disposal of land and buildings       3       1       19         Profit on sale of businesses       9       -        -         Profit on sale of fixed assets       27       -       -         Profit on disposal of shares       2       2       22       -         Fractoring and invoice discounting income       9       11       10         Bill acceptance fees       42       35       31         Rental income       5       5       6         Trust distributions       3       8       1         Other       3       4       8         Total revenue from ordinary activities       2.796       2.650       2.441         Note 3:       Bad and Doubtful Debts         Charge to general provision       11       17       16         Charge to specific provision       47       43       36	- Deposit and other accounts		115	103	
Managed funds fees       107       103       94         Dividend income       2       - <td></td> <td></td> <td></td> <td></td>					
Dividend income       2        2       2       2       2       2       2       2       2       2       2       2       2       2       2       2        2       2       2       2       2       2       2       2       2       2       2       2       2       2       2        2       2       2       2       2       2       2       2       2       2       2       2       2       2       2        2       3       3       3       3       3       3       3       3       3       3       3       3       3       3       3       3       3       3					
Profit on disposal of land and buildings       3       1       19         Profit on sale of businesses       9       -       -         Profit on sale of fixed assets       27       -       -         Profit on disposal of shares       2       22       -         Profit on disposal of fixed assets       2       22       -         Profit on disposal of fixed assets       27       -       -         Profit on disposal of fixed assets       27       -       -         Profit on disposal of shares       2       22       -         Profit on disposal of shares       2       22       -         Pactoring and invoice discounting income       9       11       10         Bill acceptance fees       42       35       31         Rental income       5       5       6         Trust distributions       3       8       1         Other       3       4       8         Total revenue from ordinary activities       2,796       2,650       2,441         Note 3:       Bad and Doubtful Debts         Charge to general provision       11       17       16         Charge to specific provision       47       43       36 <td>Managed funds fees</td> <td>107</td> <td>103</td> <td>94</td>	Managed funds fees	107	103	94	
Profit on sale of businesses         9         -         -           Profit on sale of fixed assets         27         -         -           Profit on disposal of shares         2         22         -           Factoring and invoice discounting income         9         11         10           Bill acceptance fees         42         35         31           Rental income         5         5         6           Trust distributions         3         8         1           Other         3         4         8           Total revenue from ordinary activities         2,796         2,650         2,441           Note 3:         Bad and Doubtful Debts           Charge to general provision         11         17         16           Charge to specific provision         47         43         36			2		
Profit on sale of fixed assets         27         - <t< td=""><td></td><td></td><td>1</td><td>19</td></t<>			1	19	
Profit on disposal of shares         2         22         -           Factoring and invoice discounting income         9         11         10           Bill acceptance fees         42         35         31           Rental income         5         5         6           Trust distributions         3         8         1           Other         3         4         8           533         500         475           Total revenue from ordinary activities         2,796         2,650         2,441           Note 3:         Bad and Doubtful Debts           Charge to general provision         11         17         16           Charge to specific provision         47         43         36			•	-	
Factoring and invoice discounting income       9       11       10         Bill acceptance fees       42       35       31         Rental income       5       5       6         Trust distributions       3       8       1         Other       3       4       8         533       500       475         Total revenue from ordinary activities       2,796       2,650       2,441         Note 3: Bad and Doubtful Debts         Charge to general provision       11       17       16         Charge to specific provision       47       43       36			-	-	
Bill acceptance fees				-	
Rental income       5       5       6         Trust distributions       3       8       1         Other       3       4       8         533       500       475         Total revenue from ordinary activities       2,796       2,650       2,441         Note 3: Bad and Doubtful Debts         Charge to general provision       11       17       16         Charge to specific provision       47       43       36		•		= -	
Trust distributions       3       8       1         Other       3       4       8         533       500       475         Total revenue from ordinary activities       2,796       2,650       2,441         Note 3: Bad and Doubtful Debts         Charge to general provision       11       17       16         Charge to specific provision       47       43       36					
Other         3         4         8           533         500         475           Total revenue from ordinary activities         2,796         2,650         2,441           Note 3: Bad and Doubtful Debts           Charge to general provision         11         17         16           Charge to specific provision         47         43         36					
Total revenue from ordinary activities         2,796         2,650         2,441           Note 3: Bad and Doubtful Debts           Charge to general provision         11         17         16           Charge to specific provision         47         43         36			=	_	
Total revenue from ordinary activities         2,796         2,650         2,441           Note 3: Bad and Doubtful Debts           Charge to general provision         11         17         16           Charge to specific provision         47         43         36	Other				
Note 3: Bad and Doubtful Debts  Charge to general provision  Charge to specific provision  11 17 16 Charge to specific provision  47 43 36		533	500	475	
Charge to general provision         11         17         16           Charge to specific provision         47         43         36	Total revenue from ordinary activities	2,796	2,650	2,441	
Charge to specific provision 47 43 36	Note 3: Bad and Doubtful Debts				
Charge to specific provision 47 43 36	Charge to general provision	11	17	16	
		47	43	36	
	Total bad and doubtful debts expense		60	52	

Note 4: Expenses from Ordinary Activities

	Н	alf-Year to	
	31 March	30 Sept	31 March
	2005	2004	2004
	\$M	\$M	\$M
Interest Expense	1,412	1,332	1,172
Operating expenses			
Staff			
Salaries and wages	267	260	254
Contractors' fees	6	8	5
Superannuation contributions	23	21	20
Payroll tax	17	15	17
Fringe benefits tax	4	4	4
Other	12	11	10
	329	319	310
Computer and equipment	20		20
Depreciation	20	22 42	20 35
Deferred expenditure amortisation and write-off	19 5	7	9
Rentals on operating leases	36	38	37_
Other	80	109	101
Occupancy			
Depreciation and amortisation	13	13	14
Rentals on operating leases	34	32	34
Other	20	20	19
	67	65	67
Administration and other			
Advertising and public relations	21	24	21
Consultants	12	13	9
Fees and commissions	14	12	12
Postage	9	9	9
Printing and stationery	17	16 4	19 3
Subscriptions and levies	4 4	7	6
Telephone	<b>57</b>	51	53
Other	138	136	132
Total operating expenses	614	629	610
	2,026	1,961	1,782
Total expenses from ordinary activities	2,020	1,701	1,702

#### Note 5: Dividends Provided for or Paid

	Half-Year to			
	31 March	30 Sept	31 March	
	2005	2004	2004	
	\$M	\$M	\$M_	
Ordinary dividends				
2003 Final dividend (fully franked - 50 cents)	-	-	253	
2004 Interim dividend (fully franked - 60 cents)	-	306	-	
2004 Final dividend (fully franked - 62 cents)	319	•		
,	319	306	253	
Other dividends				
DCS <sup>(1)</sup> dividend provided for or paid (unfranked)	13	15	14	
PRYMES <sup>(2)</sup> dividend provided for or paid (fully franked)	10	10	9	
SAINTS <sup>(3)</sup> dividends provided for or paid (fully franked)	8	2		
	31	27	23	
Total dividends	350	333	276	

- (1) Depositary capital securities
- (2) Preferred resetting yield marketable equity securities
- (3) Subordinated adjustable income non-refundable tier 1 securities

#### Dividend franking account

It is anticipated that the balance of the consolidated franking account will be \$480 million (31 March 2004: \$330 million) after adjusting for:

- (i) franking credits that will arise from the payment of income tax payable as at the end of the half-year, and
- (ii) franking debits that will arise from the payment of dividends recognised as a liability; and
- (iii) franking credits that will arise from the receipt of dividends recognised as receivables at the reporting date; and
- (iv) franking credits that the consolidated entity may be prevented from distributing in the subsequent half-year.

After also allowing for the 31 March 2005 half interim ordinary dividend, the consolidated franking account will be \$329 million (31 March 2004: \$199 million).

#### Note 6: Earnings per Share

Ordinary Share				
Basic earnings per share	(Cents)	80.6	71.0	69.7
Diluted earnings per share	(Cents)	80.4	70.8	69.4
Basic PRYMES	(\$)	3.18	3.18	3.18
Basic SAINTS	(\$)	4.77	4.75	-
Alternative earnings per ordinary share <sup>(1)</sup>				
Basic earnings per share	(Cents)	89.1	80.8	80.0
Diluted earnings per share	(Cents)	88.7	80.4	79.4

(1) The alternative basic and diluted earnings per ordinary share amounts have been calculated to exclude the impact of goodwill amortisation to provide a meaningful analysis of the earnings per ordinary share performance of the underlying business.

#### Note 7: Individually Significant Items

	На	If-Year to	
	March	Sept	March
	2005	2004	2004
	\$M	\$M	\$M_
Non-interest income			
Non-interest income before significant items	517	483	475
Significant items			
- Profit on sale of fixed assets (i)	27	•	-
- Write-off of deferred home loan broker commissions (ii)	(11)	•	-
- Profit on sale of shares (iii)		17	<u>-</u>
	16	17	-
Total non-interest income	533	500	475
Operating expenses			
Operating expenses before significant items	614	612	610
Significant items			
- Write-off of computer applications and equipment (iv)	-	17	-
Total operating expenses	614	629	610
Income tax expense			-
Income tax expense before significant items	211	192	180
Significant items			
- Income tax expense on profit on sale of fixed assets (i)	8	•	•
- Income tax benefit on write-off of deferred home loan broker commissions (ii)	(3)	•	•
- Income tax expense on profit on sale of shares (iii)	-	5	-
- Income tax benefit on write-off of computer applications and equipment (iv)	5	(5)	
	5	-	-
Total income tax expense	216	192	180
Summary of significant items			
Total pre-tax profit from significant items	16	-	•
Less: Total tax expense attributable to significant items	5		<u> </u>
Net gain on significant items	11		-

#### March 2005 Half-Year

- (i) On 31 December 2004, the Bank sold its non-core unbranded ATM network to Customers Ltd. The sale resulted in a profit on sale before tax of \$27 million (\$19 million after tax). St.Ge orge will continue to focus on growing its own branded ATM network.
- (ii) The Bank has progressively changed its strategy in respect of its residential introductory loan portfolio as the portfolio typically has a shorter effective life and a lower interest margin than other residential loan products. The introduction of new products and the change in strategy have resulted in a significant reduction in the balance of the introductory loan portfolio in recent years. As a result, from 1 October 2004, the Bank ceased to defer home loan broker commissions on new introductory loan business and has recognised an adjustment of \$11 million (\$8 million after tax) during the half-year that represents the unamortised balance of deferred commissions relating to this loan portfolio.

#### September 2004 Half-Year

- (iii) On 15 April 2004, the Bank sold 4,319,290 shares it held in Cashcard Australia Limited to First Data Corporation Limited in accordance with the Scheme of Arrangement approved by the Supreme Court on 2 April 2004. The sale resulted in a profit before tax of \$17 million (\$12 million after tax).
- (iv) Primarily relates to a reassessment of the expected future benefits attributable to the Bank's front end lending platform (CLAS) with a \$13 million write-down recognised, resulting in \$nil carrying value for CLAS. The Bank has been advised that the software vendor supporting the platform that CLAS operates on will be phasing out their support. The Bank intends to commence replacing CLAS during the year ending 30 September 2005.

#### **Note 8:** Investment Securities

Investment securities are purchased with the intention of being held to maturity. The securities are recorded at cost plus accrued interest and in respect of fixed interest securities, are adjusted for amortised premiums and discounts on acquisition.

		As at	
	31 March 2005 \$M	30 Sept 2004 SM	31 March 2004 \$M
Book value of investment securities	522	415	35
Market value of investment securities	523	415	35

#### Note 9: Loans and Other Receivables

	As at			
	31 March	30 Sept	31 March	
	2005	2004	2004	
	\$M	\$M_	\$M	
Housing loans (1)	41,183	39,279	37,589	
Commercial loans	9,567	9,283	8,802	
Personal loans	3,451	3,092	2,944	
Lease and commercial hire purchase	2,289	2,210	2,100	
Structured investments	161	173	172	
Credit card receivables	1,073	999	958	
Other	29	28	37	
	57,753	55,064	52,602	
Less: provisions for impairment (refer note 10)	,	,	,	
Specific provision for doubtful debts	83	73	72	
General provision for doubtful debts	220	209	192	
Net loans and other receivables	57,450	54,782	52,338	

<sup>(1)</sup> Excludes \$11,669 million of securitised loans (September 2004: \$10,549 million; March 2004: \$8,345 million).

#### Note 10: Provisions for Impairment

Specific provision			
Opening balance	73	72	65
Charge to Statement of Financial Performance	47	43	36
Recoveries	11	5	11
Bad debt write-offs	(48)	(47)	(40)
Closing balance	83	73	72
General provision			
Opening balance	209	192	176
Charge to Statement of Financial Performance	11	17	16
Closing balance	220	209	192
Total provision for impairment	303	282	264

## ST.GEORGE BANK LIMITED AND ITS CONTROLLED ENTITIES NOTES TO AND FORMING PART OF THE FINANCIAL REPORT FOR THE HALF-YEAR ENDED 31 MARCH 2005

Note 11: Deposits and Other Borrowings

	As at									
	31 March	30 Sept	31 March							
	2005	2005	2005 2004	<b>2005</b> 2004	<b>2005</b> 2004	<b>200</b> 5 2004	<b>2005</b> 2004	<b>200</b> 5 2004	<b>2005</b> 2004	2004
	\$M	\$M	\$M							
Certificates of deposit	10,960	9,162	9,442							
Term and other deposits	37,299	36,756	36,439							
Secured borrowings	113	151	115							
Unsecured borrowings	11	14	11_							
ŭ	48,383	46,083	46,007							

#### Note 12: Share Capital

	As at						
	31 March	30 Sept	31 March	31 March	30 Sept	31 March	
	2005	2004	2004	2005	2004	2004	
	\$ <u>M</u>	\$M	\$M	No. Shares	No. Shares	No. Shares	
Control							
Capital		2 2 4 2	2.005		#10 <b>#</b> 00 0#0	500 <del>550</del> 040	
Fully paid ordinary shares	3 <b>,3</b> 89	3,313	3,225	517,897,669	513,788,050	509,773,313	
Fully paid PRYMES	291	291	291	3,000,000	3,000,000	3,000,000	
Fully paid SAINTS	345	345	-	3,500,000	3,500,000	-	
General Reserve	15	15	15	-	-	-	
	4,040	3,964	3,531				
Issued and Uncalled Capital							
Borrowers' shares - unpaid (1)	-	-	-	4,442	4,766	5,382	
Depositors' shares - unpaid (1)	_ <del> </del>	•		264,977	274,304	285,442	
	-						
Movements in ordinary share capital							
Balance at beginning of half-year	3,313	3,225	3,162				
Ordinary shares issued	76	88	63				
Balance at end of half-year	3,389	3,313	3,225				

<sup>(1)</sup> These shares were originally issued to borrowers and depositors when St.George was a building society to enable them to open a loan or deposit account. Borrowers and depositors shareholders have certain rights as set out in the Constitution, including the right to vote on issues that affect their rights, and have certain obligations on a winding up.

#### Note 13: Retained Profits

		As at	
	31 March	30 Sept	31 March
	2005	2004	2004
	\$M	\$M	\$M
Retained profits at the beginning of the half-year	619	541	442
Net profit after income tax attributable to members of the Bank	447	390	377
Total available for appropriation	1,066	931	819
Dividends recognised during the period	(350)	(333)	(276)
Transfer from/(to) reserves		21	(2)
Retained profits at the end of the half-year	716	619	541
Note 14: Outside Equity Interests in Controlled Entities			
Depositary capital securities	334	334	334
Share capital	2	2	2
Perpetual notes	29	29	24
Accumulated losses	(11)	(6)	(4)
	354	359	356

#### Note 15: Consolidated Statement of Cash Flows Notes

#### (a) Reconciliation of net profit to net cash provided by operating activities

	Н	Half-Year to		
	31 March	30 Sept	31 March	
	2005	2004	2004	
	\$M	\$M	\$M	
Net Profit	444	387	376	
Trading income	(34)	(27)	(34)	
Profit on sale of land and buildings	(3)	(1)	(19)	
Profit on sale of business	(9)	-	•	
Profit on sale of fixed assets	(27)	-	-	
Profit on sale of shares	(2)	(22)	•	
Bad and doubtful debts expense	58	60	52	
Depreciation	33	34	34	
Amortisation and write-off				
- leasehold	-	1	-	
- goodwill	55	51	52	
- deferred expenditure	. 19	42	35	
(Increase)/decrease in:				
- interest receivable	-	11	2	
- other income receivable	(3)	(24)	7	
- trading securities	(1,154)	233	(189)	
(Decrease)/increase in:				
- interest payable	(38)	48	60	
- accrued expenses	(6)	(26)	-	
- income tax liability provisions	(28)	70	(25)	
- other provisions	(10)	14	1	
Net cash (used in)/provided by operating activities	(705)	851	352	

#### (b) Reconciliation of Cash

For the purpose of the Statement of Cash Flows, cash at the end of the half-year is reconciled to the following items in the Statement of Financial Position:

	As at			
	31 March	30 Sept	31 March	
	2005	2004	2004	
	\$M	SM	\$M	
Cash and liquid assets	1,191	1,180	1,324	
Due from other financial institutions - at call	279	371	348	
Due to other financial institutions - at call	(992)	(716)	(1,007)	
Bills payable	(139)	(161)	(178)	
Cash and cash equivalents at the end of the half-year	339	674	487	

#### (c) Disposal of Controlled Entity

There were no disposals of controlled entities during the half-year ended 31 March 2005.

#### Note 16: Segmental Reporting

#### (a) Business Segments

Business segments are based on the consolidated entity's organisational structure. The consolidated entity comprises four business divisions, namely:

- Retail Bank (RB) (formerly Personal Customers) responsible for residential and consumer lending, provision of personal financial services including transaction services, call and term deposits, small business banking and financial planners. This division manages retail branches, call centres, agency networks and electronic channels such as EFTPOS terminals, ATMs and Internet banking. The results of St. George Bank New Zealand Limited are included in the segment reporting for RB.
- Institutional and Business Banking (IBB) responsible for liquidity management, securitisation, wholesale funding, capital markets, treasury market activities including foreign exchange, money market and derivatives, corporate and business relationship banking, international and trade finance banking services, leasing, hire purchase, automotive finance, commercial property lending and cash flow financing including factoring and invoice discounting.
- BankSA (BSA) responsible for providing retail banking and business banking services to
  customers in South Australia and Northern Territory. These services have extended into country
  New South Wales and Victoria as part of the Group's initiative to expand rural banking.
  Customers are serviced through branches, electronic agencies, ATMs, call centres, EFTPOS
  terminals and Internet banking.
- Wealth Management (WM) responsible for providing funds management and administration, margin lending, investment advice, private banking services and general and life insurance.

Effective 1 October 2004, responsibility for financial planners was transferred from WM to RB and BSA divisions. Comparative figures have been adjusted accordingly.

#### ST.GEORGE BANK LIMITED AND ITS CONTROLLED ENTITIES NOTES TO AND FORMING PART OF THE FINANCIAL REPORT FOR THE HALF-YEAR ENDED 31 MARCH 2005

Note 16: Segmental Reporting

For the half-year ended 31 March 2005	Retail Bank S'M	Institutional & Business Banking \$'M	BankSA \$'M	Wealth Management S'M	Other \$'M	Consolidated \$'M
Segment revenue						
Net interest income	482	210	129	30	-	851
Non-interest income	221	124	44	128	-	517
Individually significant items			-		16	16
Total segment revenue	703	334	173	158	16	1,384
Segment expense						
Bad and doubtful debts	34	18	5	1	-	58
Operating expenses						
- Other provisions	9	12	3	6	-	30
- Depreciation	24	3	5	1	-	33
- Deferred expenditure amortisation	15	2	2	-	-	19
- Other expenses	292	97	67	76	-	532
Total operating expenses	340	114	77	83		614
Goodwill amortisation and write-off	-	.]	-	-	55	55
Total segment expenses	374	132	82	84		727
Share of profit of investment in associates		(3)	-	-	-	(3)
Profit/(loss) before income tax expense	329	205	91	74	(39)	660
Expense to income ratio (1)	48.4%	34.1%	44.5%	52.5%		
Income tax expense						216
Profit after income tax						444
Outside equity interest (OEI)						(3)
Profit after income tax and OEI					ļ	447

As at 31 March 2005	Retail Bank S'M	Institutional & Business Banking \$'M	BankSA \$'M	Wealth Management \$'M	Other S'M	Consolidated S'M
Assets						
- investments in associates	-	-	- 1	- [	3	3
- other assets	35,428	24,050	9,099	3,550	2,210	74,337
Segment Assets	35,428	24,050	9,099	3,550	2,213	74,340
Segment Liabilities	24,110	37,134	6,347	886	667	69,144
Other Segment Disclosure						
- Securitised loans	11,061	25	567	16	-	11,669
- Managed funds <sup>(5)</sup>	1,989	-	394	25,429	-	27,812

<sup>(1)</sup> Excludes bad and doubtful debts expense and goodwill amortisation.
(2) The consolidated entity's managed funds activities are principally through SEALCORP, Advance Asset Management and St.George Wealth Management. The consolidated entity's managed funds comprise funds under management, funds under administration and funds under advice.

Note 16: Segmental Reporting

For the half-year ended 30 September 2004	Retail Bank \$'M	Institutional & Business Banking S'M	BankSA SM	Wealth Management SM	Other \$'M	Consolidated S'M
Segment revenue						
Net interest income	469	197	124	28	- 1	818
Non-interest income	207	117	41	118	-	483
Individually significant items	-	-	•	•	17	17
Total segment revenue	676	314	165	146	17	1,318
Segment expense						
Bad and doubtful debts	35	17	7	1	-	60
Operating expenses						
- Other provisions	22	10	4	3	-	39
- Depreciation	27	3	5	-	-	35
- Deferred expenditure amortisation	22	2	3	-	-	27
- Other expenses	292	85	63	71	-	511
Total operating expenses	363	100	75	74	-	612
Individually significant items		_ :	-	-	17	17
Goodwill amortisation	-	-	-	-	51	51
Total segment expenses	398	117	82	75	68	740
Share of profit of investment in associates		(1)	-	-	•	(1)
Profit/(loss) before income tax expense	278	198	83	71	(51)	579
Expense to income ratio (1)	53.7%	31.8%	45.5%	50.7%		
Income tax expense						192
Profit after income tax						387
Outside equity interest (OEI)						(3)
Profit after income tax and OEI						390

As at 30 September 2004	Retail Bank S'M	Institutional & Business Banking \$'M	BankSA \$M	Wealth Management SM	Other \$'M	Consolidated S'M
Assets						
- investments in associates		-	-	-	2	2
- other assets	33,796	22,061	8,644	3,157	2,300	69,958
Segment Assets	33,796	22,061	8,644	3,157	2,302	69,960
Segment Liabilities	24,001	33,433	5,974	797	726	64,931
Other Segment Disclosure	10.153		277			10.540
- Securitised loans - Managed funds <sup>©</sup>	10,172 1,761	-	377 388	22,676	-	10,549 24,825

Note 16: Segmental Reporting

For the half-year ended 31 March 2004	Retail Bank \$'M	Institutional & Business Banking S'M	BankSA SM	Wealth Management SM	Other \$'M	Consolidated S'M
Segment revenue						
Net interest income	462	182	122	28	-	794
Non-interest income	210	118	41	106		475
Total segment revenue	672	300	163	134	-	1,269
Segment expense					:	
Bad and doubtful debts	31	16	4	1	-	52
Operating expenses						
- Other provisions	12	11	3	7	-	33
- Depreciation	26	3	4	1	-	34
- Deferred expenditure amortisation	27	3	4	1	-	35
- Other expenses	290	83	66	69		508
Total operating expenses	355	100	77	78	-	610
Goodwill amortisation	-	-	-	-	52	52
Total segment expenses	386	116	81	79	52	714
Share of profit of investment in associates	-	(1)	-	-	-	(1)
Profit/(loss) before income tax expense	286	185	82	55	(52)	556
Expense to income ratio (1)	52.8%	33.3%	47.2%	58.2%		
Income tax expense						180
Profit after income tax						376
Outside equity interest (OEI)						(1)
Profit after income tax and OEI						377

As at 31 March 2004	Retail Bank S'M	Institutional & Business Banking S'M	BankSA \$'M	Wealth Management \$'M	Other \$'M	Consolidated S'M
Assets						
- investments in associates	-	- [	-	-	9	9
- other assets	32,075	20,512	8,264	3,030	2,436	66,317
Segment Assets	32,075	20,512	8,264	3,030	2,445	66,326
Segment Liabilities	23,110	31,665	5,575	698	745	61,793
Other Segment Disclosure						
- Securitised loans	8,345	-	-	-	-	8,345
- Managed funds (5)	1,613	-	387	20,604		22,604

#### (b) Geographical Segments

The consolidated entity operates predominantly in Australia.

#### Note 17: Contingent Liabilities

Except as disclosed in Note 18 in respect of Depositary Capital Securities, there have been no material changes in contingent liabilities from those disclosed in the 30 September 2004 Full Financial Report.

#### Note 18: Events Subsequent to Balance Date

#### Depositary Capital Securities (DCS)

Subsequent to 31 March 2005, the Bank received amended assessments for 1998 to 2003 relating to interest deductions claimed by the Bank in respect of subordinated debentures issued to its subsidiary, St. George Funding Company LLC, as part of its DCS transaction in 1997. When added to the assessment expected for 2004, these amended assessments total \$164 million (after tax) for the period 1998 to 2004 inclusive.

St. George is confident that its position in relation to the application of taxation has is correct. St. George has recently taken advice from two separate and independent Senior Counsel and as a result, the Bank strongly disagrees with the ATO's position. Accordingly, St. George has concluded that no amounts due under the amended assessments will be charged to its Statement of Financial Performance.

#### Interim Dividend

On 3 May 2005, the directors declared an interim dividend of 67 cents per ordinary share, amounting to \$347 million. In accordance with AASB 1044 "Provisions, Contingent Liabilities and Contingent Assets", this dividend has not been brought to account in the consolidated entity's financial statements for the half-year ended 31 March 2005.

#### International Financial Reporting Standards (IFRS)

For reporting periods beginning on or after 1 January 2005 Australian reporting entities must comply with International Financial Reporting Standards (IFRS) as issued by the Australian Accounting Standards Board. This will involve the consolidated entity preparing its first set of financial statements applying Australian equivalents of International Financial Reporting Standards (AIFRS) for the half-year ending 31 March 2006.

AIFRS requires the restatement of comparative financial statements using all standards except AASB 132 "Financial Instruments: Disclosure and Presentation", AASB 139 "Financial Instruments: Recognition and Measurement" and AASB 4 "Insurance Contracts". This will require the consolidated entity to restate its opening balance sheet at 1 October 2004.

The differences between Australian GAAP and AIFRS identified by management to date as potentially having a significant effect on the financial position and financial performance of the consolidated entity are summarised below. This section outlines transitional adjustments at 1 October 2004 to enable users of this financial report to understand the potential transitional adjustments at that date. Further transitional impacts will arise at 1 October 2005 in respect of AASB 4, 132 and 139.

Under AASB 1047: "Disclosing the impacts of Adopting Australian Equivalents to International Financial Reporting Standards", entities are strongly encouraged to disclose any known or reliably estimable information about the impacts on the financial report of adopting AIFRS as that information becomes available. Based on AIFRS as currently issued, the known estimable transitional difference from application of AIFRS is summarised below.

#### **Transition Management**

The Group established an AIFRS conversion program in April 2003. A project team is responsible for assessing the impact that AIFRS will have on the accounting and reporting of the Group, ensuring systems are in place to capture AIFRS information, and putting in place the framework to ensure the consolidated entity complies with AIFRS by 1 October 2005. The AIFRS project is monitored by a Steering Committee and regular updates are provided to the Board Audit and Compliance Committee.

The planning and analysis phase of the project has been substantially completed and system implications and changes are being specified. The process and system changes are expected to be implemented prior to 30 September 2005.

The transitional adjustments identified are based on the current status of the consolidated entity's project and are the current best estimates based on accounting interpretations as at this reporting date. The following summary should not be taken as an exhaustive list of all the differences between Australian GAAP and AIFRS. The adjustments may change if the accounting standards or industry interpretation of these standards should change. No attempt has been made to identify all disclosure, presentation or classification differences that would affect the manner in which transactions or events are presented.

#### AIFRS Impacts from 1 October 2004

#### Income tax

The transition to AIFRS will require the adoption of the balance sheet approach, which will result in more deferred tax assets and liabilities, and as tax effects follow the underlying transaction, they can be recognised in equity or as an income tax expense.

The tax adjustments to deferred tax assets and liabilities that arise on transition to other AIFRS standards as at 1 October 2004, comprise an increase of \$2 million in deferred tax assets associated with the defined benefit superannuation deficit, an increase of \$29 million in deferred tax liabilities representing the tax effect of the balance of the asset revaluation reserve transferred to opening retained earnings and a decrease of \$4 million in deferred tax liabilities relating to the change in recognition of income for leveraged leases. The nature of these adjustments is further explained below.

In addition, a net transitional adjustment decrease to deferred tax liabilities of \$2 million arises from the change in method of accounting for income taxes from an income statement approach to a balance sheet approach for items not previously required to be recognised. This represents the tax effect of tax and accounting carrying value base differences on buildings of \$8 million.

#### **Share Based Payments**

The consolidated entity does not currently recognise an expense in relation to its employee share and option schemes. On adoption of AIFRS, the consolidated entity will recognise an expense for all share based remuneration and will amortise this expense over the relevant vesting periods, adjusting for the expected and actual level of vesting for non-market related vesting conditions.

In accordance with the transitional exemptions of AASB 1: "First-time Adoption of Australian Equivalents to International Financial Reporting Standards" (AASB 1), the consolidated entity does not intend to apply AASB 2 to equity instruments granted prior to 7 November 2002 (the effective date of AASB 2).

A transitional adjustment will be recognised as a reduction in opening retained earnings in respect of AASB 2 for \$4 million representing the amortisation over the vesting period of employee equity grants on or after 7 November 2002 to the date of transition.

#### Goodwill

Goodwill acquired in a business combination will not require amortisation, but instead be subject to impairment testing at least annually. If there is any impairment, it will be recognised immediately.

The elimination of goodwill amortisation will have the effect of reducing operating expenses and therefore improving reported profits of the consolidated entity, subject to any impairment charges that may be required from time to time. Under AIFRS, such impairment charges may result in increased volatility of future earnings when losses are incurred.

The amortisation charge for the consolidated entity for the half-year ended 31 March 2005 was \$55 million and \$103 million for the financial year ended September 2004. No impairment adjustment to opening retained earnings arises as at 1 October 2004 in respect of this issue.

#### **Consolidation of Special Purpose Entities**

AIFRS introduces new requirements for the recognition of financial assets, including those transferred to a special purpose vehicle as part of securitisation transactions. Existing securitisations, both of the consolidated entity's assets and customers' assets, have been reviewed to determine whether they will need to be consolidated under AFRS. This will result in additional assets and associated liabilities being recognised.

This will result in an estimated gross up of the assets and liabilities recorded within the statement of financial position of \$11 billion as at 1 October 2004 in relation to the securitisation of the consolidated entity's assets and \$1 billion in relation to customers' assets.

There is not expected to be any material net profit impact arising from the consolidation of these vehicles.

#### **Leveraged Leases**

Income on leveraged leases is currently recognised progressively over the lease term on an effective yield post-tax basis. Related upfront fee income on leveraged leases is recognised upon receipt.

Under AIFRS, income including upfront fees will be recognised on an effective pre-tax yield basis.

A transitional adjustment of \$9 million (net of tax) will be recognised as a reduction in retained earnings at 1 October 2004.

#### **Property Plant and Equipment**

The consolidated entity carries Land and Buildings at re-valued amounts. Revaluations are carried out annually. Increments and decrements recognised upon revaluation are recorded in the Asset Revaluation and Asset Realisation reserve.

On transition to AIFRS, AASB 1 provides for a number of options to account for property plant and equipment. These include amortised cost, deeming the last revaluations as cost or continuing with a fair value regime.

Under AIFRS, the consolidated entity intends to carry Land and Buildings at deemed cost being the revalued balance as at 1 October 2004. The balance of the Asset Revaluation and Realisation reserve of \$55 million (net of tax) will be transferred to opening retained earnings as at 1 October 2004.

#### **Employee Benefits**

The consolidated entity does not recognise an asset or liability in its statement of financial position for the net position of the defined benefit superannuation scheme sponsored by the consolidated entity.

On adoption of AIFRS, AASB 119 requires the recognition of the net position of the scheme as a transitional adjustment in the statement of financial position, with a corresponding adjustment to opening retained earnings. The transitional adjustment is based on an actuarial valuation conducted in accordance with AASB 119 of the scheme as at the transition date. This adjustment will result in a \$5 million defined benefit superannuation liability, a \$2 million increase in deferred tax assets and a decrease to opening retained earnings of \$3 million.

AASB 119 permits a number of options for recognising actuarial gains and losses on an ongoing basis. The consolidated entity is considering electing to apply the option to recognise actuarial gains and losses directly in retained earnings.

#### Life Insurance Accounting

On transition to AIFRS, the assets representing the Excess of Net Market Value over Net Assets (EMVONA) of a life insurance entity's controlled entities can no longer be recognised. As the consolidated entity's life insurance entity does not currently carry any EMVONA, this requirement will have no impact.

#### Summary

The total AIFRS transition adjustment for those impacts applicable at 1 October 2004 will result in an increase in retained earnings of \$41 million.

#### AIFRS Impacts from 1 October 2005

#### **Hybrid Financial Instruments**

PRYMES and Depositary Capital Securities, which are currently classified as equity, are likely to be classified as debt under AIFRS. The dividends payable (where applicable) on these instruments will be classified as interest under AIFRS. It is expected that the SAINTS and the Perpetual Notes will continue to be classified as equity under AIFRS. This is not expected to have any impact on the consolidated entity's net profit after preference dividends result.

#### **Transaction Fees and Costs**

AIFRS will require certain fees to be recognised as an adjustment to the yield of the instrument. AIFRS also requires the deferral of directly attributable incremental loan origination costs and their recognition as a yield adjustment net of any fees received. The consolidated entity currently only defers and amortises certain home loan broker origination costs. This change is not expected to have a material impact on net profit.

On transition certain fees previously recognised as income, will be deferred in the statement of financial position with a corresponding adjustment to retained earnings.

The classification of certain fee income and origination costs will change.

#### Hedging

All derivatives contracts, whether used as hedging instruments or otherwise, will be carried at fair value in the consolidated entity's statement of financial position. The consolidated entity currently marks to market trading derivatives.

To the extent hedges are ineffective, AIFRS requires such ineffectiveness to be reflected in earnings. Where ineffectiveness is outside the prescribed range, AASB 139 precludes the use of hedge accounting, which may result in significant volatility in earnings. The consolidated entity expects to use a combination of fair value and cash flow hedging methods in respect of its interest rate risk hedges. The consolidated entity is aiming to ensure that the majority of hedge transactions meet hedge effectiveness testing requirements, thereby limiting any earnings volatility arising from ineffectiveness. To the extent that cash flow hedges are effective, the fair value movements will be taken to equity rather than the statement of financial performance. As a result, cash flow hedging may create volatility in equity reserve balances.

#### **Loan Provisioning**

AIFRS adopts an approach known as 'incurred losses' for loan provisioning and provides guidance on measurement of incurred losses. Provisions are raised for losses that have already been incurred for loans that are known to be impaired. The estimated cash flows on these impaired loans are then discounted to their present value to determine their recoverable amount and the associated provision. As this discount unwinds, there is a resulting recognition of interest in the statement of financial performance during the period between recognition of impairment and recovery of the written down amount.

Loans found not to be individually impaired are placed into pools of similar assets with similar risk characteristics to be collectively assessed for impairment. A collective impairment provision may be required where impairment events have occurred but these events cannot be attributed to individual exposures at the reporting date. The required provision is estimated on the basis of historical loss experience for assets with credit risk characteristics similar to those in the collective pool. The historical loss experience is adjusted based on current observable data.

The general provision based on 0.5% of risk-weighted assets together with certain portfolio provisions on retail loans will be replaced, on adoption of AIFRS, by provisions based on collective assessment in accordance with AIFRS. Specific provisions will continue but will be measured based on AIFRS requirements.

It is anticipated that the proposed changes may result in a reduction in the level of provisioning that the consolidated entity holds against its credit exposures.

#### **Regulatory Capital Treatment**

A number of the above AIFRS impacts affect the asset and equity items currently included in the calculation of the consolidated entity's capital adequacy determined in accordance with APRA requirements. APRA has issued a discussion paper on its approach to a number of the impacts of AIFRS including fair value measurement, loan loss provisioning, treatment of hedges and employee benefits. APRA are yet to issue discussion papers on Securitisation and Tier 1 capital instruments. The impact on the consolidated entity's capital position will be determined following the release and finalisation of APRA's regulatory approach to AIFRS.

In the opinion of the directors of St. George Bank Limited:

- 1. (a) The financial statements set out on pages 64 to 86, are in accordance with the Corporations Act 2001, including:
  - (i) giving a true and fair view of the financial position of the consolidated entity as at 31 March 2005 and of its performance as represented by the results of its operations and cash flows for the half-year ended on that date; and
  - (ii) complying with Accounting Standard AASB 1029 "Interim Financial Reporting" and the Corporations Regulations 2001; and
  - (b) at the date of this declaration, there are reasonable grounds to believe that the Bank will be able to pay its debts as and when they fall due.
- 2. There are reasonable grounds to believe the Bank and its controlled entities will, as a consolidated entity, be able to meet any obligations or liabilities to which they are or may become subject to by virtue of the Deed of Cross Guarantee between the Bank and those controlled entities pursuant to a Class Order. At the date of this declaration the Bank is within the class of companies affected by Class Order 98/1418.

For and on behalf of the Board of Directors and in accordance with a resolution of the directors.

J M Thame

G P Kelly

Chairman

Managing Director and Chief Executive Officer

Dated at Sydney

New South Wales

3 May 2005

### INDEPENDENT REVIEW REPORT BY EXTERNAL AUDITORS TO THE MEMBERS OF ST.GEORGE BANK LIMITED FOR THE HALF-YEAR ENDED 31 MARCH 2005

#### SCOPE

We have reviewed the financial report of St.George Bank Limited (the Bank) for the half-year ended 31 March 2005, consisting of the statement of financial performance, statement of financial position, statement of cash flows, accompanying notes 1 to 18 and the directors' declaration set out on pages 64 to 87. The financial report includes the consolidated financial statements of the consolidated entity comprising St.George Bank Limited and the entities it controlled at the end of the half-year or from time to time during the half-year. The Bank's directors are responsible for the financial report.

We have performed an independent review of the financial report in order to state whether, on the basis of procedures described, anything has come to our attention that would indicate that the financial report is not presented fairly in accordance with Accounting Standard AASB 1029: "Interim Financial Reporting" and other mandatory financial reporting requirements and statutory requirements in Australia so as to present a view which is consistent with our understanding of the Bank's financial position, and performance as represented by the results of its operations and its cash flows and in order for the Bank to lodge the financial report with the Australian Securities and Investments Commission.

Our review has been conducted in accordance with Australian Auditing Standards applicable to review engagements. The review is limited primarily to inquiries of Bank personnel and analytical procedures applied to the financial data. Our review has not involved a study and evaluation of internal accounting controls, tests of accounting records or tests of responses to inquiries by obtaining corroborative evidence from inspection, observation or confirmation. These procedures do not provide all the evidence that would be required in an audit, thus the level of assurance is less than given in an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

#### STATEMENT

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of St.George Bank Limited is not in accordance with:

- (a) the Corporations Act 2001, including:
  - (i) giving a true and fair view of the Bank's financial position as at 31 March 2005 and of its performance for the half-year ended on that date; and
  - (ii) complying with Accounting Standard AASB 1029: "Interim Financial Reporting" and the Corporations Regulations 2001; and
- (b) other mandatory financial reporting requirements in Australia.

**KPMG** 

J F Teer Partner

10 Shelley Street

Sydney, New South Wales, 2000

Kling.

Colin for

3 May 2005





### To: Companies Announcements Australian Stock Exchange Limited

Company Name:	ST.GEORGE BANK LIMITED
ABN:	92 055 513 070
Pages (Includes this page):	33
Contact Officer:	Michael Bowan
Contact Telephone:	(02) 9236 1278
Facsimile:	(02) 9236 1899
Subject:	INTERIM RESULTS PRESENTATION
Date Sent:	3 May 2005

I attach slides of a presentation to analysts by St.George Bank's Managing Director, Mrs Gail Kelly (commencing 11.30am). The presentation is web cast live on the St.George Bank website at <a href="https://www.stgeorge.com.au">www.stgeorge.com.au</a>. The slides will also be made available on the website.

Yours sincerely

Michael Bowan

**General Counsel and Secretary** 

### **Interim Results 2005**

3 May 2005



### Agenda

Result highlights:

Gail Kelly

Financial overview:

Steve McKerihan

Strategy overview:

Gail Kelly



### **Result Highlights**

3

# Gail Kelly Managing Director

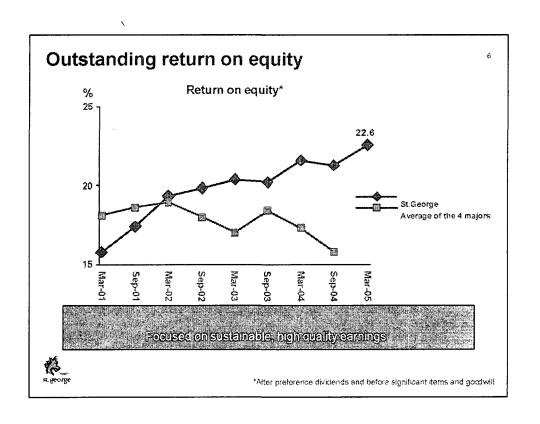


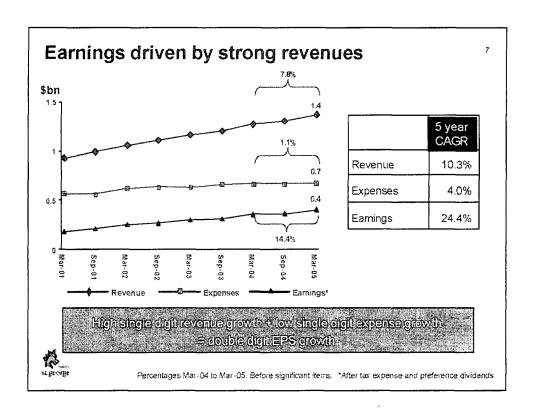
#### Quality and consistency

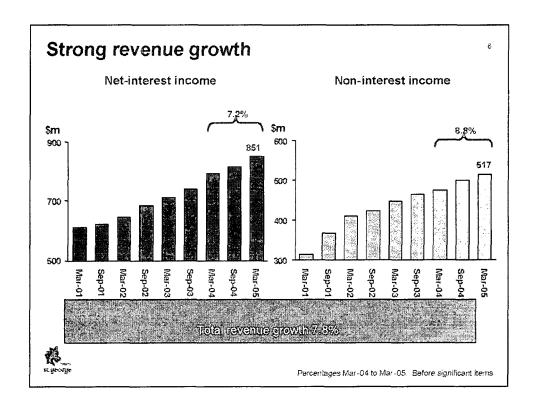
- · Robust revenue growth
- · Disciplined interest margin management
- · Effective cost management
- Excellent credit quality
- · Superior return on equity
- · Focused execution of strategy

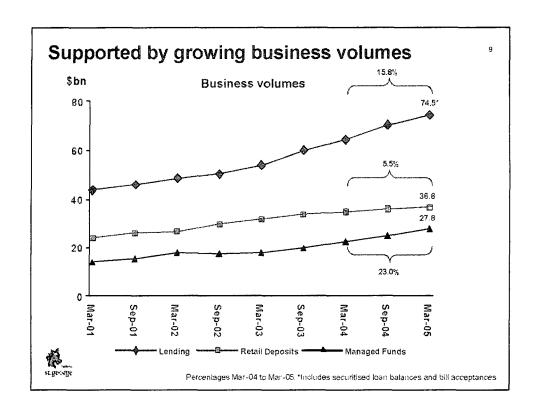


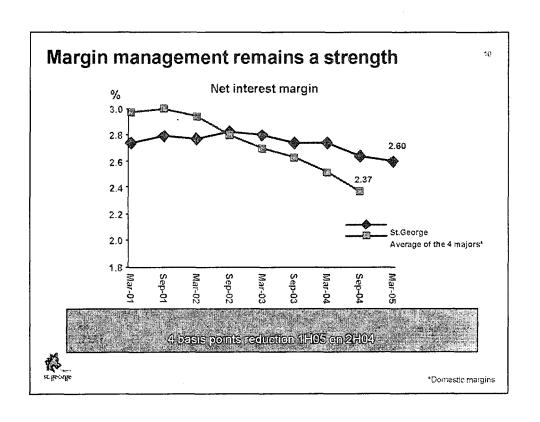
Profit result	Mar-05	Mar-04	% Change
Profit before significant items	. <b>\$405</b> m	\$354m	14.4
Profit after significant items	\$416m	\$354m	17.5
Earnings per share*	178.1¢.	160.0¢	11.3
Return on equity*	<u>22.</u> 6%	21.6%	
Expense to income*	44.9%	48.1%	
Dividend	670	60¢	11.7
n george	*Calculated	pefore g∞dwill amo	rtisation and significant items

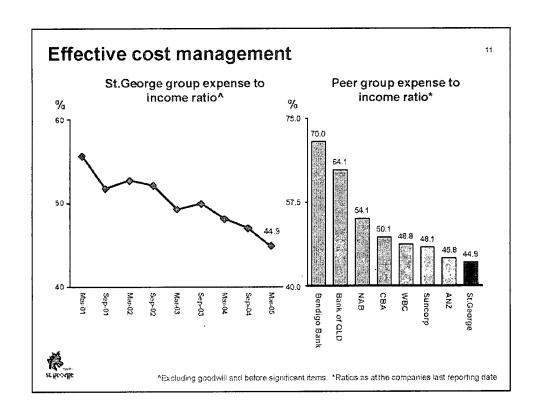


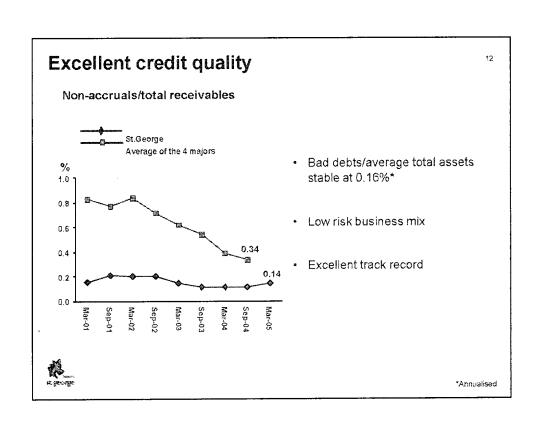


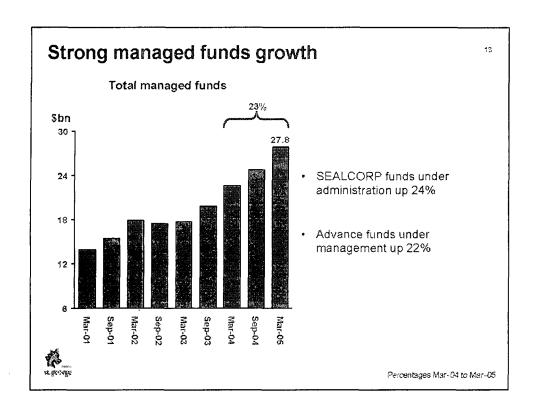


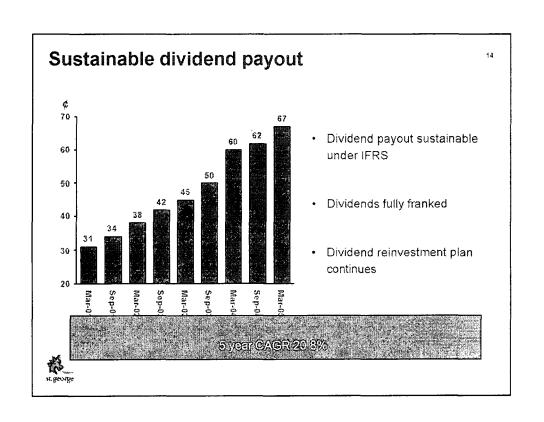










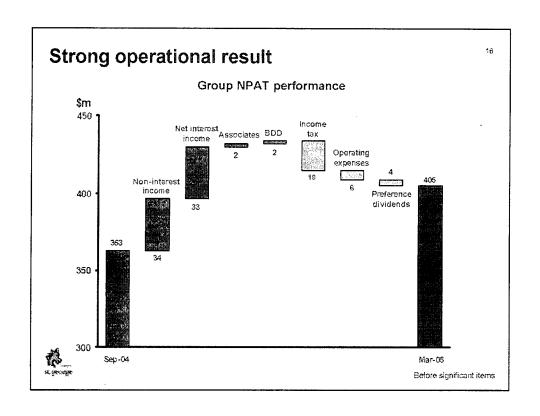


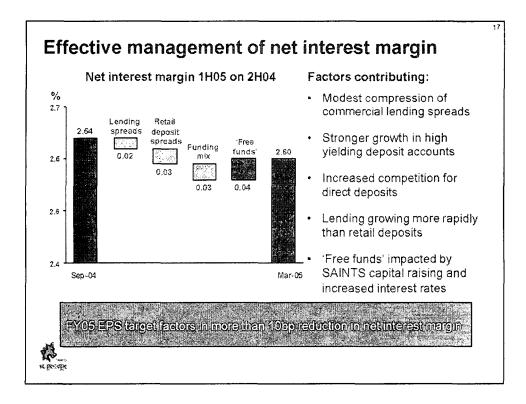
# **Financial Overview**

15

# Steve McKerihan Chief Financial Officer







	Mar-05 Sm	Sep-04 \$m	Mar-04 \$m
Product fees and commissions			
- Lending	32	29	34
- Electronic banking	95	96	91
- Deposits and other accounts	120	115	103
Managed funds		103	94
Financial markets	34)	27	34
Securitisation	51	42	42
Bill acceptance fees	42	35	31
Property sales	8	1	19
Other	<u>₹6</u> -	35_	27_
Total	5177	483	475

## Factors impacting non-interest income

19

#### Lending fees

• 43% of residential loans broker sourced, down from 47% in 2H04

#### Electronic banking fees

• Sale of non-branded ATMs in Dec-04 reduced ATM interchange fee revenue

#### Managed fund fees

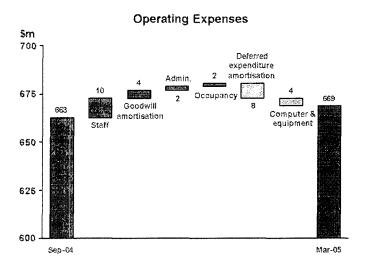
- Fee growth has not matched growth in managed funds due to:
  - strong inflows into new product offerings such as ASGARD 'Elements' mastertrust, 'eWrap' and the 'Advance Mortgage Fund'
  - successful penetration of new and expanded channels such as corporate superannuation and institutional business

#### **Property**

· Negligible property sales in 1H05

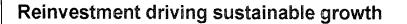


## Controlling expenses, while investing for the future

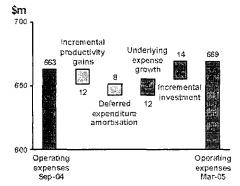




Before significant items



21



## Incremental investment includes:

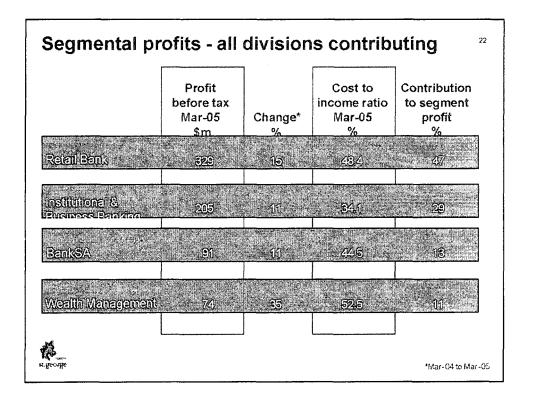
- 175 additional staff including
   49 additional business bankers
- Increased training and skilling

## Productivity gains include:

- Organisational realignment benefits
- Improvement in IT sourcing including telecommunications



Before significant items



## Captive mortgage insurer

23

#### St. George Insurance Pte Ltd

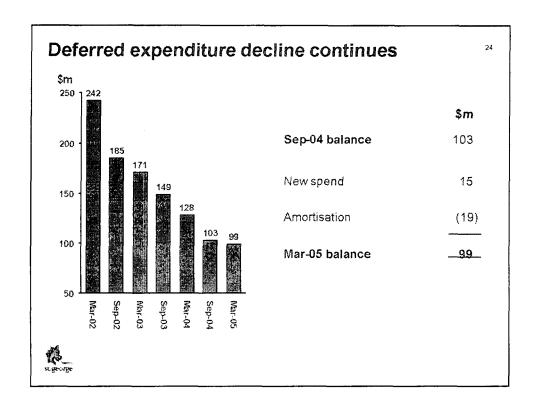
- Profit after tax of \$28m, up from \$17m in Mar-04
- · Only provides mortgage insurance cover to St. George
- · Excess of loss reinsurance in place
- Strongly capitalised with \$197m of shareholder funds
- · Rated A, A2, AA- by S&P, Moody's and Fitch respectively

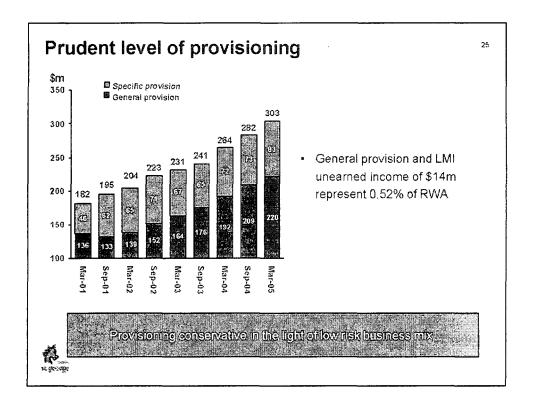
#### Prudential regulation

- · Domicile to move from Singapore to Australia
- Two year transitional timeframe will ensure a cost-effective move

If its expected that the amount of capital currently held in the capital insurer will be more than sufficient to meet new APRA guidelines







Significant items		26
	Mar-05 \$m	
Profit on sale of non-branded AT	ΓM network 27	
Write-off of portion of deferred b	roker commissions* (11)	
Total before tax	16	
Tax expense	(5)	
Total after tax		
K. george	Relates to third party broker commissions on the introductory lo	oan portfolio

## **Depositary Capital Securities**

- · Amended assessments total \$164m for the period 1998 to 2004 inclusive
- · St. George is strongly contesting the ATO's view
- No amounts due under the amended assessments will be charged to the profit and loss account
- From 2005 onwards, deductions will not be claimed, leading to an additional tax expense of \$6m per annum
- Additional tax expense has been included in the 1H05 result and factored into targets going forward



## Basel II program on schedule

26

- Application for advanced status to be lodged with APRA in Sep-05 quarter
- Two year parallel run period for advanced credit to commence from Jan-06 and for advanced operational risk from Jan-07
- Estimated total program cost \$35m, with the major component of work to be completed in FY05

Basel II processes and systems expected to be substantially in place by Sep-05



## **International Financial Reporting Standards**

Areas affected are:
Derivatives and hedging
Transaction fees and costs
Loan impairment
Goodwill and asset impairment
Financial instruments
Taxation
Property, plant and equipment
Securitisation
Leveraged leases
Hybrid financial instruments
Share based payments
Employee benefits
3

#### Timetable

- · International Financial Reporting Standards (IFRS) preparations well advanced
- · First IFRS accounts 31 Mar-06

#### Cost

Estimated total project cost \$5m

# nt Bessile

## Active capital management

30

- Tier one capital 7.4%
- Dividend reinvestment plan raised \$70m of capital in Dec-04
- Tier two capital subordinated note issue raised €250m in Mar-05
- \$2.5bn of residential loans securitised in Mar-05
- PRYMES reset date 21 Feb-06 no decision yet on conversion



Internal capital generation expected to match organic growth

Outlook

#### Sector outlook

- Moderation in home loan market growth underway
- · Solid growth in business lending and investment
- · Competitive environment remains intense, particularly in retail deposits
- Interest rates expected to be relatively stable

#### St.George outlook

- · Deposit volumes currently below system but expected to lift
- Home loan portfolio expected to grow at or around FY05 system growth
- · Middle market on track to deliver well in excess of system growth
- Wealth management inflows expected to exceed system growth
- · Solid earnings momentum across the Group

FY05 EPS growth target upgraded to 11%
FY06 double digit EPS growth target reaffirmed.



**Strategy Overview** 

2

Gail Kelly <u>Managing Direc</u>tor



## **Business priorities update**

Differentiating on customer service

Management targets



## Strategic framework

34

Deepen and strengthen customer relationships in chosen markets

Leverage specialist capabilities for growth

Creatively differentiate on customer service

Accelerate and empower relationship-selling

Optimise cost structure

Build team and performance culture



,

## **Business priorities**

3

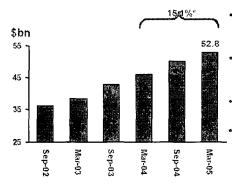
Customer service	Integrated program of work well underway, driving differentiation
Home loans	Actively manage volumes and mix, with objective of achieving profitable growth in line with system
Deposits	Actively manage volumes and margin, with objective of achieving profitable growth
Middle market	Achieve at least twice system growth
Wealth management	Within top 5 in net funds inflow
Team	Maintain high quality and aligned teams at every level
Victoria and Queensland	Continue targeted growth strategy, capturing market share in key segments
Productivity management	Rolling program of efficiency initiatives, facilitating reinvestment

## Home Loans - meeting the challenges

36

#### Residential receivables

• 12.1% annualised growth in 1H05



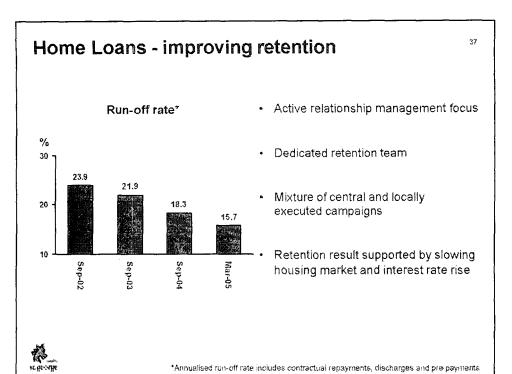
- Expecting FY05 growth to be around system
- Stable margin performance supported by mix management
- Brokers 43% of new flows
- Focusing on improving proprietary channel sales and productivity performance

# • LVR of mortgage book is 39 59

LESSUE DE LESSUE DE L'ANDRE DE L'

2 LVR of mortosomittan in 11105 is 36,9%

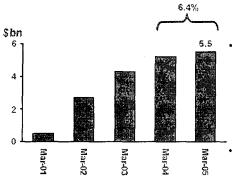
Includes securitised loans. \*Percentage Mar-04 to Mar-05



Home Loans -	product r	nix acti	vely ma	anageo	36
	Receivables		Settlements		
	Mar-05 % .	1H05 %	FY04 %	FY03 %	FY02 %
Introductory	1.6	4.0	8.0	20.4	39.9
Portfolio	52,8	31.3	34.7	34.0	30.2
Standard variable and Basic	45.8	42.7	37.3	31.1	21.3
Fixed	18.0	9.0	7.8	9.6	8.6
Low Doc	43	8.4	8.5	2.2	0.0
No deposit	1.8	3.7	2.8	2.1	0.0
Seniors Access	<u>0.72</u>	0.9	0.9	0.6	0.0
Total Reserve	190.0	100.0	100.0	100.0	100.0

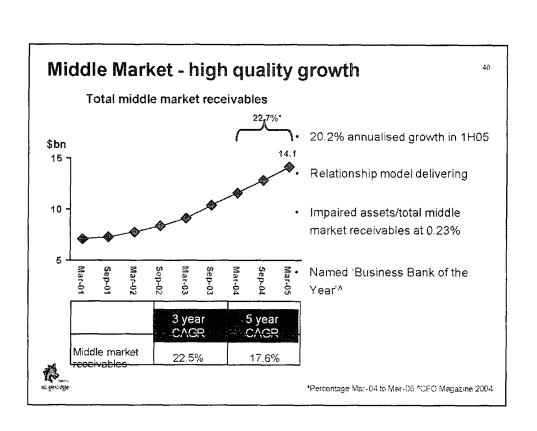
## Deposits - disciplined margin/volume management

directsaver account balances



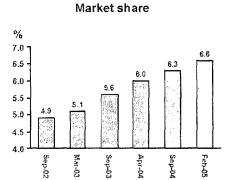
in beside

- · Competition increasing as:
  - new competitors enter the market
  - established players respond
- Strategic focus on profitable growth:
  - transaction account balances defended
  - new products 'Powersaver' and 'Freedom Plus' launched in Apr-05
- Group wide focus and targeted strategy in place



## Middle Market - growing customer relationships 41

## Products per customer # 8.5 7.0 5.5 4.0 Sep-02 @Total IBB @KARM Customers\*

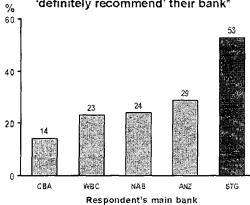


- 67% of new business sourced from existing customers
- 90% of new business sourced from 6 target industries

\*KARM - Key account relationship management

## Middle Market - power of customer advocacy

Respondents who would 'definitely recommend' their bank\*



#### Expected churn^

- 19% of major bank customers are considering changing banks in the next 6 months
- 0% of St. George customers are considering changing

1% of customers who said that they would

\*Jones Donald customer survey C&BB Sep-04
\*\*REVIX\*\* Fast & Partners; Australian Mid-Corporate Transaction Banking Markets as at Feb-05 (refers to main transaction bank)

## Middle Market - Best Business Bank program

43

#### **Objectives**

Increase customer numbers

Expand capability in selected industries

Maintain high customer and employee engagement

Maintain at least twice system growth

#### **Imperatives**

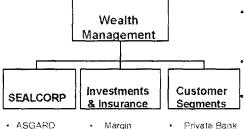
- Improve productivity at front line
- Increase resources and expand footprint in core geographies NSW, ACT, SA
- Expand resources and footprint in non-core geographies VIC, QLD, WA
- Leverage full potential of \$250k-\$1m segment
- Maintain superior credit quality
- Improve product delivery and credit processes
- Planned increase of over 100 new middle market staff this year



Over 50 staff involved in program delivery

## Wealth Management - continued growth story

Gold



- ASGARD
  - 'eWrap'
  - 'Elements'
- Securitor
- Institutional Business Services
- Margin Lending
- Advance Asset Management,
- Insurance
- Ascalon

- Wealth now contributing more than 10% of Group segmental earnings
  - All businesses contributing strongly

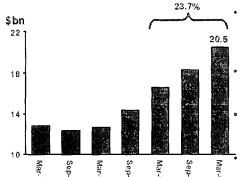
Growing and broadening distribution through:

- greater penetration of IFA dealer groups, corporate super and institutional businesses
- improved internal planner productivity



## **SEALCORP** - profitable growth

Funds under administration



 ASGARD – preferred platform for top 50 dealer groups\*

45

- FUA up \$3.9bn due to strong net inflows and favourable market conditions
- ASGARD 'Elements' mastertrust and 'eWrap' now comprise 12% of FUA
- Inflows from institutional alliances exceeding expectations and targets

Continued investment in underlying infrastructure



\*12 months to Dec-04 Source; Plan for Life, Percentages and dollar amounts Mar-04 to Mar-05

## Wealth Management: portfolio of growth businesses 40

Advance FUM

21 5%

\$bn

5

4.7

4.7

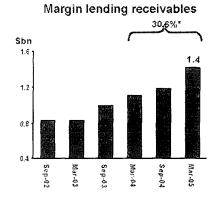
Sep-02

Sep-03

Sep-04

Sep-04

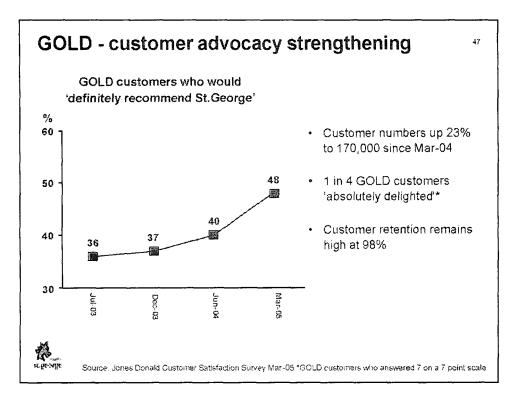
- · Gross flows up 11.3%^
- New products including the 'Advance Mortgage Trust' and 'Australian Smaller Companies Fund' contributing to strong inflows



- · A quality, scaleable business
- · Product and service excellence
  - 'Margin Lender of the Year' for 2nd consecutive year\*
  - Cannex 5 star rating



\*Mar-04 to Mar-05 ^1H05 on 2H04. # Personal Investor Magazine Awards Aug-04



#### Interstate growth strategy Business volumes growth Victoria - targeted growth, steady build Residential Middle Total Market Asset Measured build of infrastructure and Growth capability: - 31 retail branches - 5 business banking centres VIC 34 30 33 83 additional people since Sep-03 Queensland - area of focus General Manager appointed Nov-04 QLD 23 16 22 Additional investment planned 15 additional people since Sep-04 WA 19 27 22 Organic growth momentum building Percentages Mar-04 to Mar-05

## Continuous productivity improvement

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## Redesigning our processes from the customer perspective

- · Simplification of data capture
- · Reduction in paper flow
- · Streamlining of credit processes
- Embedding a culture of productivity and service disciplines

## Group wide productivity management

- · Continued emphasis on rigorous financial analysis
- · Cross divisional review of investments and portfolios
- Ongoing review of property, procurement and IT sourcing
- · Discipline through internal charging and ongoing productivity improvements



Productivity benefits funding reinvestment initiatives

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**Business** priorities update

Differentiating on customer service

Management targets



## Our customer service formula

Engaged People



# Compelling place to work

- An inspiring vision
- Right people, right roles
- Empowered workplace
- People who are passionate about the Group's brands
- Clear consistent communication

Great Customer Experience



# Compelling place to bank

- · Targeted approach
- · Compelling propositions
- Customers who stay and do more
- Customers who advocate St.George
- Differentiated positioning

Superior Financial Results



# Compelling place to invest

- Superior financial results over time
- Consistent, superior growth profile
- Self sustaining platform



## 2005 - key areas of investment

New retail organisational model

Integrated Sales and Service program (ISS)

Engaged people

Customer segmentation and value propositions

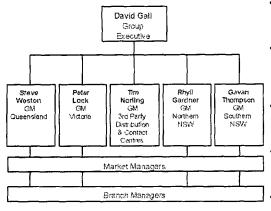
Customer Relationship Management



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## Accelerating front line ownership and accountability<sup>53</sup>

#### New retail distribution structure



- Realignment driving local market empowerment
- 5 new general managers ensuring accountability for sales and service outcomes
- Enhanced MIS supporting revenue and productivity focus
- Significant investment in training and development
- Integrated Sales and Service reviewed, refined and being accelerated

# Targeting leadership in sales and service

ISS scorecard	
New tools and processes	In place
Support/buy-in for new approach	Strong
Skilled application/usage	Inconsistent
Sales and service	Improving

#### Actions underway

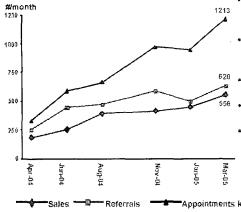
- Simplification of measures and reward structures
- · Enhanced revenue and productivity metrics
- Additional skilling and coaching
- Reinforcement of best practice

Retail realignment accelerating ISS implementation



## BankSA - ISS key to strong sales performance

# ISS performance indicators



- Growing market share from a leading position in a mature market
- Rigorous and disciplined approach to sales management
- 73,000 outbound calls made
- Customer satisfaction levels up 5%
- Market share:\*
  - up 3% in deposits to 25%
  - up 4% in personal loans to 14%
- up 3% in commercial loans to 16%

  \*Appointments kept\_ home loans stabilised at 18%



\*Since Sep-03

## Engaged people - strong culture of commitment \*\*

#### New staff

- · Recruiting for attitude, values alignment
- 4 week customer service induction program

#### Sales and service leadership program

- 12 month program
- 75 frontline managers to graduate in mid-05
- 100 managers to complete program in 2<sup>nd</sup> rollout

#### Customer service accreditation

- · Specific customer service training program
- Leaders to undergo more intensive accreditation

#### Leadership programs

- Intensive programs designed for three different layers of management
- · Over 850 staff completed programs to date

#### HR Magazine Awards\*

Best HR team

Best HR director

Best overall use of HR technology

#### HR Institute Awards^

Excellence in people management (NSW)

Excellence in people management (National)



## Program of work driving great customer experiences<sup>37</sup>

#### Deliver service excellence

- · Focus on behaviours that lead to advocacy, retention and expansion
- Measure and minimise servicing failures

### Target customer segments

- Phased roll-out of new customer welcome program
- Increase new customer product penetration and improve retention

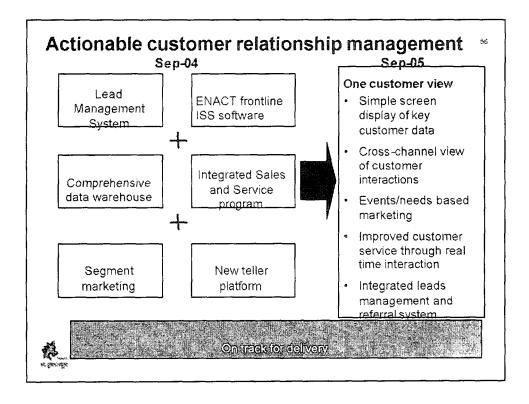
### Enhance customer value propositions

- · Develop differentiated service propositions for customers emphasising
  - customer value
  - retention risk
  - potential value

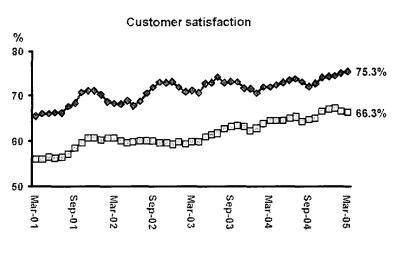
#### Tailor marketing campaigns

- Execute event based campaigns both centrally and locally
  - 31 customer event based campaigns since Mar-04, another 59 by Sep-05
  - new CRM platform to provide additional capability





## A differentiated customer experience



→ St.George - - Average of the 4 majors

\*\*Existence: Roy Morgan Research Mar-05 rolling 3-mth average, Respondents (aged14+) with transaction accounts at institution

**Business** priorities update

Differentiating on customer service

**Management targets** 



## Targets: FY05 and FY06

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EPS growth FY05	Up from 10% to 11%
EPS growth FY06	Double digit
Cost to income	Manage to lower end of peer group
Capital	Tier one 7.0-7.5%
Credit quality	Maintain positive differential to majors
Customer satisfaction	Maintain positive differential to majors



## In conclusion

6,

- Measured, disciplined and consistent strategy delivering
- Continued focus on enhanced customer service differentiation
- · Meeting the challenges of increasing competition
- Strong execution track record
- Investing for the future
- Focus on sustainable, high quality earnings







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The material in this presentation is general background information about the Bank's activities current at the date of the presentation. It is information given in summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.

For further information visit

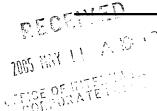
www.stgeorge.com.au

or contact

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Email: csullivans@stgeorge.com.au





Rule 2.7, 3.10.3, 3.10.4, 3.10.5

# Appendix 3B

# New issue announcement, application for quotation of additional securities and agreement

	and agreement		
	Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public.		
Introdu	ced 1/7/96. Origin: Appendix 5. Amended 1/7/98, 1/9/9	9, 1/7/2000, 30/9/2001, 11/3/2002, 1/1/2003.	
Name	of entity		
ST	GEORGE BANK LIMITED		
ABN			
92	055 513 070		
We	(the entity) give ASX the following	ng information.	
	Part 1 - All issues You must complete the relevant sections (attach sheets if there is not enough space).		
1	<sup>+</sup> Class of <sup>+</sup> securities issued or to be issued	Ordinary shares	
2	Number of <sup>+</sup> securities issued or to be issued (if known) or maximum number which may be issued	2,797	
3	Principal terms of the *securities (eg, if options, exercise price and expiry date; if partly paid *securities, the amount outstanding and due dates for payment; if *convertible securities, the conversion price and dates for conversion)	N/A	

<sup>+</sup> See chapter 19 for defined terms.

Do the \*securities rank equally in all respects from the date of allotment with an existing \*class of quoted \*securities?

Yes, with existing fully paid ordinary shares.

If the additional securities do not rank equally, please state:

- the date from which they do
- the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment
- the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment
- 5 Issue price or consideration

Nil

6 Purpose of the issue (If issued as consideration for the acquisition of assets, clearly identify those assets)

Shares issued under the St.George Bank Executive Performance Share Plan

7 Dates of entering \*securities into uncertificated holdings or despatch of certificates

3 May 2005

8 Number and \*class of all \*securities quoted on ASX (including the securities in clause 2 if applicable)

Number	+Class
517,904,367	Ordinary shares
3,000,000	PRYMES
3,500,000	SAINTS
4,442	Redeemable preference
,	borrower share
264,977	Redeemable preference
	depositor share
3	Perpetual Notes

Annendi

<sup>+</sup> See chapter 19 for defined terms.

		Number	+Class
9	Number and *class of all *securities not quoted on ASX (including the securities in clause 2 if applicable)		
	2 ii applicaole)		
10			
10	Dividend policy (in the case of a trust, distribution policy) on the	To be treated in the sa quoted ordinary shares	
	increased capital (interests)		· .
Part	2 - Bonus issue or pro	rata issue	
11	Is security holder approval required?		
12	Is the issue renounceable or non-renounceable?		
13	Ratio in which the *securities will be offered		
14	<sup>+</sup> Class of <sup>+</sup> securities to which the offer relates		
15	<sup>+</sup> Record date to determine entitlements		
16	Will holdings on different registers (or subregisters) be aggregated for calculating entitlements?		
17	Policy for deciding entitlements in relation to fractions		
18	Names of countries in which the entity has *security holders who will not be sent new issue		
	documents		
	Note: Security holders must be told how their entitlements are to be dealt with.		
	Cross reference: rule 7.7.		
19	Closing date for receipt of		
	acceptances or renunciations		

<sup>+</sup> See chapter 19 for defined terms.

20		
20	Names of any underwriters	
	<u></u>	
21	Amount of any underwriting fee or	
21	commission	
	Commission	·
22	None of Control of the Control	
22	Names of any brokers to the issue	
	·	
	<u> </u>	
23	Eas or commission payable to the	
23	Fee or commission payable to the broker to the issue	
	broker to the issue	
24	Amount of any handling fee	
24	Amount of any handling fee payable to brokers who lodge	
	acceptances or renunciations on	i
	behalf of *security holders	
25	If the issue is contingent on	
23	*security holders' approval, the date	
	of the meeting	
		and the second s
26	Data antitlement and accomtons	
26	Date entitlement and acceptance form and prospectus or Product	
	Disclosure Statement will be sent to	
	persons entitled	
27	If the entity has issued options, and	
21	the terms entitle option holders to	
	participate on exercise, the date on	
	which notices will be sent to option	
	holders	
	<u></u>	
28	Date rights trading will begin (if	
	applicable)	
29	Date rights trading will end (if	
	applicable)	
	,	
30	How do *security holders sell their	
	entitlements in full through a	
	broker?	
31	How do *security holders sell part	
	of their entitlements through a	
	broker and accept for the balance?	

<sup>+</sup> See chapter 19 for defined terms.

32	of the	do *security holders dispose ir entitlements (except by sale gh a broker)?
33 ,	+Desp	patch date
		Quotation of securities omplete this section if you are applying for quotation of securities
34	Type (tick o	of securities one)
(a)	X	Securities described in Part 1
(b)		All other securities  Example: restricted securities at the end of the escrowed period, partly paid securities that become fully paid, employee incentive share securities when restriction ends, securities issued on expiry or conversion of convertible securities
Enti	ties th	at have ticked box 34(a)
Addi	tional s	ecurities forming a new class of securities
Tick to docum		e you are providing the information or
35		If the *securities are *equity securities, the names of the 20 largest holders of the additional *securities, and the number and percentage of additional *securities held by those holders
36		If the *securities are *equity securities, a distribution schedule of the additional *securities setting out the number of holders in the categories 1 - 1,000 1,001 - 5,000 5,001 - 10,000 10,001 - 100,000
37		100,001 and over  A copy of any trust deed for the additional *securities

<sup>+</sup> See chapter 19 for defined terms.

Entities that have ticked box 34(b)			
38	Number of securities for which †quotation is sought		
39	Class of *securities for which quotation is sought		
40	Do the *securities rank equally in all respects from the date of allotment with an existing *class of quoted *securities?		
	If the additional securities do not rank equally, please state:  • the date from which they do  • the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment  • the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment		
41	Reason for request for quotation now		
	Example: In the case of restricted securities, end of restriction period		
	(if issued upon conversion of another security, clearly identify that other security)		
42	Number and *class of all *securities quoted on ASX (including the securities in clause 38)	Number	+Class
		.,.	

<sup>+</sup> See chapter 19 for defined terms.

#### Quotation agreement

- †Quotation of our additional \*securities is in ASX's absolute discretion. ASX may quote the \*securities on any conditions it decides.
  - We warrant the following to ASX.
    - The issue of the +securities to be quoted complies with the law and is not for an illegal purpose.
    - There is no reason why those \*securities should not be granted \*quotation.
    - An offer of the \*securities for sale within 12 months after their issue will not require disclosure under section 707(3) or section 1012C(6) of the Corporations Act.

Note: An entity may need to obtain appropriate warranties from subscribers for the securities in order to be able to give this warranty

- Section 724 or section 1016E of the Corporations Act does not apply to any applications received by us in relation to any \*securities to be quoted and that no-one has any right to return any \*securities to be quoted under sections 737, 738 or 1016F of the Corporations Act at the time that we request that the \*securities be quoted.
- We warrant that if confirmation is required under section 1017F of the Corporations Act in relation to the \*securities to be quoted, it has been provided at the time that we request that the \*securities be quoted.
- If we are a trust, we warrant that no person has the right to return the \*securities to be quoted under section 1019B of the Corporations Act at the time that we request that the \*securities be quoted.

- We will indemnify ASX to the fullest extent permitted by law in respect of any claim, action or expense arising from or connected with any breach of the warranties in this agreement.
- We give ASX the information and documents required by this form. If any information or document not available now, will give it to ASX before 'quotation of the 'securities begins. We acknowledge that ASX is relying on the information and documents. We warrant that they are (will be) true and complete.

Malay La

Sign here:

Date: 04/05/2005

Secretary

Print name: Michael Bowan

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<sup>+</sup> See chapter 19 for defined terms.